Weekly Rep Call

2/15/2023

Today's Rep Call

Click the button below to view the recording of today's rep call.

Call Notes (Click on the red links to learn more):

Do YOU have a topic you would like discussed on the next call? Let us know! Contact your OSJ, or reply to this E-mail

Upcoming Rep Calls

Rep calls are happening every Wednesday (Except the week of the Annual Branch Meeting) and we are working hard to fill the schedule.

February 22nd - Horizon

March 1st - United Life

March 8th - Voya

March 15th - No Call

2023 DAR Annual Branch Meeting

LAST CALL

March 15th - March 17th at the Omni Orlando Resort at ChampionsGate

We've discussed it and provided dates, now is the time to **REGISTER** for the Annual Duncan Advisor Resources Branch Meeting

We have a dedicated website ready so you can reserve your attendance and **also book your hotel!**

Click Here to Register

Click Here to Reserve Your Hotel

Don't forget to register for BOTH!

CJ's Compliance Corner

Updates:

RegEd Correspondence Module Delayed - continue to hold correspondence for submission once new module becomes available

Upcoming RegEd Advertising and Correspondence Webinars:

Communications Review: Submitting Hardcopy Correspondence and Advertising
Feb 23, 2023 01:00 PM

SEC Marketing Rule

Promoter Agreements must be submitted and approved by Cambridge before submitting business as a result of those relationships. Please send promoter agreements to:
advisory.compliance@cir2.com

Reminders:

Compliant Texting: Hearsay & MyRepChat only

- Enroll
- View MyRepChat Rep Call Recording

OBA & PST - Presentation Clip Now Available

Arund the Product Block

New Cottonwood Program Approved

Cambridge has approved the new Cottonwood Preferred Stock program.

Key highlights of the Company's new offering listed below and E-Kit is on its way to you as well:

- Up to $100,000,000 total offering size (which may be increased)
- $25,000 minimum investment
- 1099-DIV year-end statement
- 6.0% annual preferred distribution
- Two one-year extension options of the Company subject to increases in the annual distribution rate to 6.25% and 6.50%, respectively
- Senior position to common stock with respect to the payment of distributions and liquidation
    - As of 10/31/22, the ratio of common equity to preferred equity is 6 to 1
- June 30, 2027, maturity date unless extended
- Cash redemption only[2]
- No minimum escrow break

Fact Sheet
Program Agreement
Portfolio Snapshot
Subscription Agreement
Wholesaler Map

SmartAsset Update

Cambridge recently entered into a Promoter Agreement with lead generation firm, SmartAsset, which allows financial professionals registered with CIRA to leverage services that are considered endorsements under the new SEC Marketing Rule.

While Cambridge elected not to work with SmartAsset as a solicitor when SmartAsset initially registered as an RIA in 2020, new requirements under the SEC Marketing Rule and updates made by SmartAsset alleviated previous concerns with the program.

Financial professionals registered with CIRA may enter into individual sub-agreements with SmartAsset, and will make related payments directly to SmartAsset. Disclosures to prospective clients will be provided on the financial professional's SmartAsset profile. Once financial professionals have created their SmartAsset profile, a screenshot is required to be approved by Compliance Advertising.

For questions or to get started with SmartAsset:
https://getleads.smartasset.com/cambridge-investment-research-inc/

If you have questions about this announcement, please contact the Advisory Compliance team (advisory.compliance@cir2.com) or (800) 777-6080 ext 5705.

National SECURE Act 2.0 Webinar

With the enactment of the long-awaited SECURE 2.0 legislation, now is the time to become familiar with its more than 90 provisions related to retirement planning. SECURE 2.0 builds upon the original SECURE Act of 2019 impacting IRAs, 401(k), 403(b), governmental 457(b), and section 529 college savings accounts. Specifically, the new legislation includes changes to required minimum distributions (RMDs), transfers of 529 assets to Roth IRAs, and mandatory Roth catch-up contributions for certain employees. SECURE ACT 2.0 also authorizes the creation of new retirement account types, including a "Starter" 401(k) plan and SEP and SIMPLE IRA Roth accounts.

Webinar is Thursday February16th at 1pm EST and will be presented by our Branch Sponsor Lord Abetter and Brian Dobbis. **Click here to register.**

Business Opportunity

Jackson

Georgette Kraag
RVP Strategic Relationships
Email georgette.kraag@jackson.com

Cole Beasley
Regional Vice President
Email ColeBeasley@jackson.com

A Bumpy Ride Needs a Great Partner
Jackson is committed to helping clarify the complexity of retirement planning—for you and your clients. Our range of annuity products, financial know-how, history of award-winning service, and streamlined experiences strive to reduce the confusion that complicates your clients' plans. We believe by providing clarity for all today, we can help drive better outcomes for tomorrow.

Tune in to hear how Jackson's product lineup can give you the confidence in providing the ride solutions no matter the market situation.

Speaker Attachments
Callan Chart
Service Campaign Fact Sheet
MLP Rates
Index Return Comparison
FlexDB Playbook
EarningsMax One Page
Bumpy Ride
Wholesaler Map

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