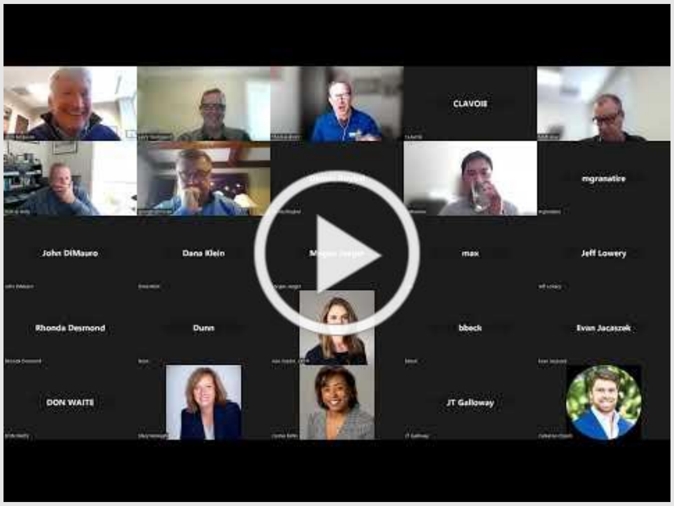
Weekly Rep Call

3/29/2023

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.

April 5th - Inland

April 11th 4pm EST - Duncan Advisor Resources Admin/FP Debut Call. Save the Zoom link

April 12th - Orion

April 19th - Lord Abbett (Caitlin Schaefer)

April 26th - CION Investments

May 17th - MassMutual Investments

CJ's Compliance Corner

Reminders:
Firm Element & FinPro

Due to FINRA CE being done each year now, Cambridge has removed the elective requirements from Firm Element. To complete the annual Firm Element, the only requirements are:

- **Annual Compliance Meeting**
- **Annual Compliance Questionnaire**
- **Anti-Money Laundering**

Cybersecurity & Secure Communication

To keep up to date on how to stay secure, check out the Cybersecurity Resources **page** on CIR2.com. A full list of Cambridge cybersecurity requirements can be found **here**. Compliant texting solutions can found **here**. In the future, internal communications may also need to meet compliance requirements. For the most up to date information on compliant software to use as this develops, Cambridge has created the instant messaging landing page **here**.

Paperwork Status Changes

Home office procedures for FCCS/NFS and Pershing brokerage account paperwork follow-up changed on Monday, March 27, 2023. As of this date, Wealthscape and NetX360 will be the source for all status updates for work being processed in our clearing firm systems. For the full announcement, click **here**. For instructions on how to find the status on the clearing firm software, click **here**.

Around the Product Block

Retirement Plan Academy Webinar

To retain or to delegate, that is the question many plan sponsors ask when it comes to their fiduciary responsibilities. It is also the dilemma that many financial professionals struggle with when crafting their value propositions and determining pricing. Does outsourcing fiduciary investment services to a third-party diminish the value you bring to the relationship?

Apr 11, 2023 03:00 PM CST
Click Here to learn more and register

Advanced Planning on Social Security Webinar

While almost every client will receive social security retirement benefits, few clients fully understand their social security benefit options. There are choices individuals can make in terms of when to take social security benefits, and there has been a great deal of discussion about the health of the social security system and potential ways to strengthen the system.

Apr 11, 2023 03:00 PM CST
Click here to learn more and register

U.S. Banking System Resources

Recent developments in the U.S. banking sector may be generating questions from your clients. We are working with our sponsor partners to add timely resources in MarketCentral®, Cambridge's online marketing portal, to help you address these questions.

These complimentary, pre-approved materials are located in the new Recent Banking Events category, under Sponsor Materials. More client and financial professional-facing pieces are being added often to view, download, and use.

Cambridge has also created a client letter to help you provide clarity around recent events and to reinforce the financial stability of Cambridge and its business partners. This pre-approved piece, also available in the Recent Banking Events section of MarketCentral, can be shared or used as talking points. You may remove content from the letter that is not applicable to your client, but if content is added or changed, the new version will need to be submitted for Compliance review.

MarketCentral is accessible from the Tool Grid or ribbon menu on cir2.com. If new to the portal, you can create your persona by navigating to Account, then Personas. Click the Add New Persona button and complete all required fields.

The Value of Independence and Referral Bonus

If you come across a financial professional that could use the Independence, internal control, and support of Cambridge and Duncan Advisor Resources, please let me know. Until the end of this year, Cambridge is giving you a chance at a 4% bonus for every referral you make and joins Cambridge within 12 month. Listen to my thoughts on this in the rep call and the details.

Pillars of True Independence

Getting to know Cambridge

Business Opportunity

Equitable

Nathan Lew
Director, Advanced Markets
Email nathan.lew@equitable.com

George Donovan
Regional Vice President
Email George.Donovan@equitable.com

Secure Act 2.0 Easily Explained

This Act, signed into law a few months ago, has additional impacts on retirement savers and retirees. There are lots of changes for 2023 but also beyond that. You as the financial professional need to be your clients guide on these changes.

Tune in to hear the most impactful items from this act and how Equitable is positioned to help you with their diverse solutions.

Speaker Attachments

SCS Plus 21 Flexibility

SCS Plus 21 Cap Rate

SCS Income Overview

How do SIO's Work

Secure Act 2.0 IRS Proposed Regulations

Secure ACT 2.0 Review

Secure Act 2.0 Top Impacts

Larry L. Qvistgaard, II
President, COO
Duncan Advisor Resources
215 Avenida Del Mar, Ste. B, San Clemente, CA 92672
T 800.517.9901 x2230 **C** 949.306.0060 **F** 707.676.8633
www.duncanar.com

Making It All Work **Together**