

Weekly Rep Call

4/05/2023

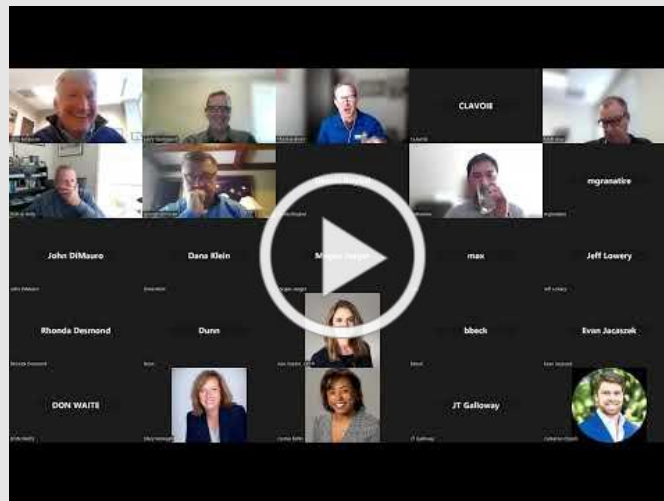


Making It All Work Together

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 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 3rd - Prudential

May 17th - MassMutual Investments



Reminders: Advertising & Correspondence

Remember that you have until March of 2024 to retrieve any old marketing material from AdView and submit it to the new RegEd module (Communications Review). Watch the recording of today's call to see a demonstration of how to export your existing material from the AdView system.

Advertising and Hard Copy Correspondence will be submitted using the same system now. When submitting correspondence, keep the following in mind:

- Financial Professional must be listed as the "Originator" when submitting Correspondence, otherwise it will not route to your OSJ correctly, and it will not be retained. An admin submitting on behalf of the financial professional would be the Submitter, but the financial professional would be the "Originator"
- Remember to select "Suppress Expiration Emails" as that applies to Advertising, not Correspondence. If left unselected, you will get an email in 2 years saying that it is expiring (which again only applies to Advertising).

Helpful Reference Material:

[CLIC AdView User Guide](#)

[Advertising FAQs](#)

[Communications Review User Guide](#)

[Submitting Hard Copy Correspondence](#)

Business Opportunity



Inland Securities

Midquel "Mick" McClendon

Senior Vice President

E-mail MMcClendon@inland-securities.com

I: 1031 Exchange Solutions-How DSTs are helping HNW investors transition from Active to Passive Owner Ship of their Investment Real Estate Holdings

II: Qualified Opportunity Zones- A once In a Lifetime Generational Wealth Builder

III: Self Storage Redevelopment LLC: How Value Add & Opportunistic Real Estate Strategies manufacture above market returns while being insulated from market volatility

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