Weekly Rep Call

4/12/2023

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 18th 4pm EST - Duncan Advisor Resources Admin/Solo Practitioner Debut Call. Save the Zoom link

April 19th - Lord Abbett (Caitlin Schaefer)

April 26th - CION Investments

May 3rd - Prudential

May 10th - DWA

May 17th - MassMutual

May 24th - Bluerock

CJ's Compliance Corner

Reminders:
E&O Coverage

Cambridge's E&O policy will renew June 15, 2023. If you are interested in increasing your coverage limits at renewal, the deadline to submit applications to Cambridge is May 12, 2023. The deadline to communicate any other desired changes to your coverage is May 19, 2023. Active financial professionals will receive their updated E&O certificates through email directly from AON. Many financial professionals overlooked this email last year as they believed it to be spam. Please keep an eye out for the email from an @aonriskservices.com email address. For more details and link to your coverage options, see the full announcement.

Client-initiated rollovers

You can't control what a client does without your knowledge, so if a client does act completely independently to initiate a rollover/transfer into an existing account; the PTE paperwork requirements would not apply. Cambridge does recommend documenting the activity and sending an email to the client acknowledging the receipt of the funds into the account and that they acted independently (just to have it in writing so the client can't come back and say you were involved). That answer does not apply for a rollover/transfer into a new account because you would have to be involved in the new account setup and would, therefore, need to encourage the client to take a step back and evaluate the rollover/transfer before completing the paperwork for the new account.

Updates:
Pershing IRA Distribution Form

As previously announced here, Cambridge shared information about the new Pershing IRA/ESA Distribution form. Please be advised that the form currently includes the 2022 Marginal Rate Table not the 2023 Marginal Rate Table as they stated. The IRA-DIST-INS 11/18/2022 form, currently on the Cambridge website and in CLIC, will be accepted and processed when in good order.

Around the Product Block

FS Credit Income Fund Rate

Effective April 3, 2023, FS Credit Income Fund increased the distribution rate for all share classes. The annualized distribution rate for Class I shares increased by approximately 17% to 7.52%.

For more details about the announcement, **click here**
If you need a contact person at FS, reach out to me directly.

Cambridge Source Improving Office

Efficiencies

Want to learn more about improving office efficiencies to increase productivity? A consultation with Cambridge Source Business Consulting can help identify opportunities to improve your business.

Join us Thursday, April 20, for this month's webinar on our in-house Business Consulting service. Cambridge's Teresa Sutton, Darryl Jarmosco, and Christopher Duncan will discuss what a clearly documented workflow will do for your office, common client service pain points that slow down production, and best practices to boost productivity.

Apr 20, 2023 03:00 PM Sign up for the session by **clicking here**

Apollo Event Exclusive for Cambridge

You are invited to attend an economic update call with our Apollo Partner and Chief Economist, Torsten Slock. He will discuss the economy, current market conditions, and what it all means for investors.

You can register by **clicking this link**
Wednesday April 19th 4pm EST

check out their learning platform which provides free continuing education credits and all information on alternatives-> **www.apolloacademy.com**

CNR Advisor Summit (Pittsburgh and surrounding FP's)

City National Rochdale is holding a Advisor Summit in Pittsburgh May 9th and 10th. Great event for advisors to do their due diligence on CNR, meet most of their senior leadership team, participate in some timely conversations, and LOCK up some CE credits in the process.

Agenda

Contact Ben Ludwig if you want to attend.

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

Orion

Tom McNeil, CIMA
Regional Vice President
Email tom.mcneil@orion.com

Jamie Susanin, CFA
Senior Portfolio Manager, Custom Indexing

Listen in as Tom gives the basics of Orion's Custom Indexing program and Jamie shows the power they utilize to build their Custom Proposals and reporting capabilities. This presentation will be geared towards helping you capture new assets.

In an increasingly technological world, investors now place greater value in human relationships that include empathy and understanding. Orion Advisor Academy stands on the cutting edge of education, psychology, communications, technology, and marketing to help financial professionals differentiate themselves in this new landscape, so you can strengthen their client relationships and their practices by utilizing an outcomes-focused engagement approach. Through our Education, Application, Community model, you are empowered to expand your value beyond investment management.

At the very minimum this is a great place to find some great CE opportunities which are free to OPS & Brinker users. We anticipate that the volume of content will grow significantly in the coming months. Please find an introductory White Paper here - **Orion Advisor Academy White Paper**.

If you're interested in getting started with the Orion Advisor Academy, please visit orionadvisoracademy.myabsorb.com and Sign Up using key name: Orion Advisor Academy.

Orion Custom Indexing DAR
Orion Sample Client Report
Custom Indexing Proposal

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