

Weekly Rep Call

4/19/2023

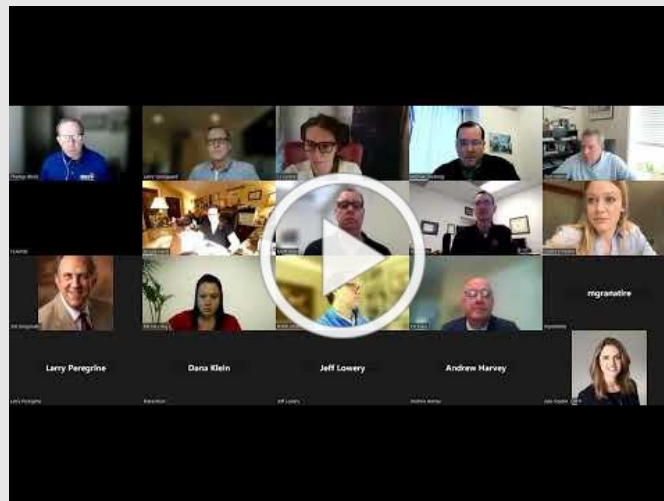


Making It All Work Together

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 26th - CION Investments

May 3rd - Prudential

May 10th - DWA

May 17th - MassMutual

May 24th - Bluerock

May 31st - Nationwide

June 7th - Pacer Financial

CJ's Compliance Corner



Reminders:

Power of attorney & other accounts roles

- **Trusted contact:** Individual authorized to discuss the client's health status, current contact information, suspicion of dementia or other forms of diminished capacity, as well as address concerns of possible financial exploitation
 - If the client does not wish to add a trusted contact, you may simply check the box on the Client Information and Suitability Form (or in CLIC) indicating such. Otherwise, the reason for not providing a trusted contact **must** be documented in the client file.
 - While this collection is required at the time of new account opening, Cambridge strongly encourages you to discuss trusted contact with your clients in their regularly scheduled meetings and add or update the information to CLIC as necessary.
 - Trusted contacts can be added or changed by modifying the entry in CLIC at the account level.
- **Customer Information Disclosure Authorization Form (CIDA):** Allows account details to be discussed with the individual authorized on the form, but does not authorize the individual to make decisions or place trades for the account
- **Interested party:** Individual authorized to receive duplicate account statements and trade confirmations
- **Power of attorney or guardian:** Legally appointed individual that may be authorized to obtain information and/or transact business on behalf of the client; the legal documents establishing the relationship govern the authority of the individual
 - Encourage your clients to include the following in their process of creating a power of attorney:
 - Establish durable Power of Attorney
 - POA documents must state to allow the POA to designate (assign or appoint) or change beneficiaries
 - In order for a POA to act in the place of a Trustee, the trust documents must specifically allow for Power of Attorney on the trust
 - Keep in mind, and do your best to avoid, any potential conflicts of interest, such as a family member serving as POA on a client account

There are specific signature requirements for the POA:

1. Sign the POA's name, AND
2. Indicate the POA is signing for the Principal, AND
3. Include the name of the Principal

All three items are required. Any account paperwork signed incorrectly cannot be accepted by Cambridge.

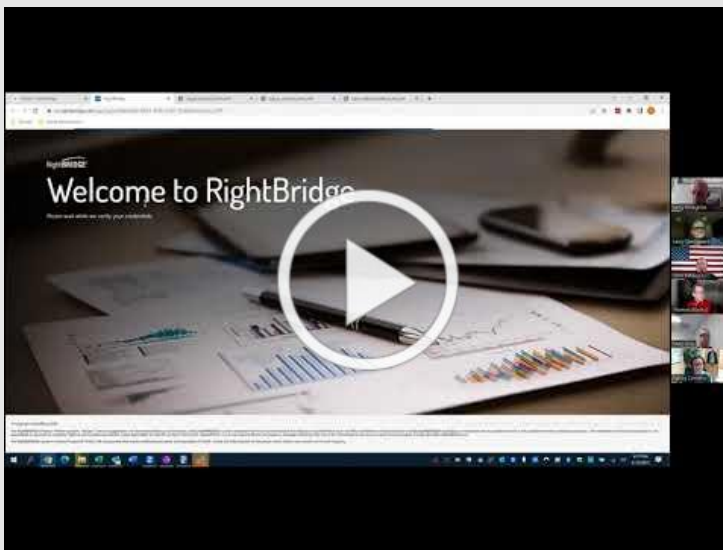
The following signature examples are Acceptable signatures when a POA must sign on behalf of the account owner. These are just a

few examples. If you have a signature that is different than these and are not sure if it is acceptable, please contact the home office:

POA = Blanche Goodie, Account Owner = Jimmy Goodie
Blanche Goodie as POA FBO Jimmy Goodie
Blanche Goodie as POA for Jimmy Goodie
Jimmy Goodie, Blanche Goodie Attorney-in-fact
Blanche Goodie as agent for Jimmy Goodie
Blanche Goodie as Jimmy Goodies' Attorney-in-fact
Jimmy Goodie, by Blanche Goodie, POA
Jimmy Goodie, Blanche Goodie POA

Admin & Solo Practitioner call

In case you missed it, here's a link to Tuesday's inaugural call.



Around the Product Block



New CAAP Models Added

New investment strategies from 3EDGE and Horizon were added to the CAAP platform on April 6th.

These are material changes, the WealthPort Wrap Client Agreement and Application version dated 120222 will continue to be accepted through May 4, 2023. As of May 4, the WealthPort Wrap Client Agreement and Application version date 031723 will be required and the older version dated 120222 will no longer be accepted.

Retirement Plans Paperwork update

Cambridge is pleased to announce that they will no longer require the Authorized Signers for Retirement Plans Form (TCIPR) for direct group retirement plan business. They will instead rely on the signature authorization of the recordkeeper/custodian paperwork and the Client Information and Suitability Group Retirement (for group plans) or Client Information Suitability (for owner-only plans) forms.

Continue to submit the Client Information and Suitability-Group Retirement Plans, the appropriate version of the 408(b)(2) disclosure (non-fiduciary, 3(21), or 3(38)), and the recordkeeper/custodial paperwork. If you submit direct group plan paperwork, you will not need to submit the Authorized Signers for Retirement Plans. Please reference the Retirement Center Paperwork Guides for group plan requirements.

Upcoming Office of The CEO Webinar

Join Cambridge for a webinar featuring Amy Webber and their three division presidents – Colleen Bell, Jeff Vivacqua, and Seth Miller – to bring you up to date with the latest Cambridge news.

You can register by [clicking this link](#)
Wednesday April 26th 1pm EST

Peakstone Realty Trust

There has been a lot of Cambridge related buzz about the NYSE listing of Peakstone Realty Trust.

Peakstone will be holding a webinar on the recent developments concerning their listing Thursday April 20th at 4:30pm EST

Information can be [found here](#)

The buzz was generated from financial professionals like you on Cambridge Nation. If you have never registered or it's been a long time, [click here](#)

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



Lord Abbett

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Relationship Manager, Strategic Relationship Group

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Mike Surbrug

Director, IBD Relationships

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Community integration is important to your practice

Consumers do make decisions on using you as their advisor if they can see that you are actively making a difference in their



community. But how do you go about it the right way?

Listen in as Caitlin goes through that process and how to define your "why" when it comes to community involvement.

Integrating Community to Grow Your Practice
Finding a Home For Cash

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