Weekly Rep Call

6/28/2023

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.

July 5th- No Rep Call

July 12th- Destra

July 18th- Solo Practitioner/Admin call 1pmCST/4pmEST

July 19th- CIM Group

July 26th- Stepstone

August 9th- Allianz

August 30th- Duncan Financial Planning Team

Ignite 2023

It is that time again for Cambridge's Annual Ignite conference in Orlando Florida.
The event will be held September 20-22 at the Gaylord Palms Resort.

We would love to see a massive showing so please register for the event. We will be doing our enterprise dinner on Thursday night.

Agenda

Highlights for the closing reception at Universal Studios include:
Exclusive CityWalk Block Party that includes:
· Interactive DJ
· Live Reggae Band
· Dueling Pianos
· Live Band Karaoke
Private dessert reception at Marvel Super Hero Island, attractions include:
· The Amazing Adventures of Spider-Man®
· Skull Island: Reign of Kong
· Jurassic Park™ Velocicoaster
· The Incredible Hulk Coaster®
· Doctor Doom's Fearfall®

CJ's Compliance Corner

Fraud Risks

Cambridge has recently published an announcement regarding enhanced alerts in Wealthscape and NetX360 to help financial professionals monitor client accounts for fraudulent transfer requests. Instructions on how to enable alerts can be found here

Cybersecurity Risks

As an added measure of security, changes have been made to the way clients manage and access their NetXInvestor and Wealthscape accounts. Materials will be made available in the Cambridge Resource Center in the coming weeks, and you can also read the special report for additional information

Medallion Signature Guarantee

Remember that paperwork requiring a medallion signature requires an additional step after submission and approval in the trade review system. The original paperwork should be mailed to home office, and full instructions can be found in the recent compliance alert

Texting PII

As a reminder, text messages are not encrypted and should therefore not contain confidential information

Around the Product Block

NFS/FCCS Paperwork Requirement Change for BDA Accounts

FCCS/NFS has a new paperwork requirement for transfers due to death into BDA accounts from Banks, Credit Unions and Brokerage Firms. In addition to the signed transfer of assets form and a death certificate one of the following is also now required:

- Beneficiary Claim Form obtained from the delivering firm
- Beneficiary breakdown on delivering firm letterhead acknowledging a Trustee-to-Trustee transfer

This applies to these delivering account types; IRA or IRRL, Roth, SEP or SARSEP, NIRA or Roth NIRA

What is driving this?
Prior, NFS would not process due to death transfers meaning the registrations had to match. With this change, the decedent's IRA can be still in their name and will come over as long as the new third piece of paperwork is provided. This goes for all new and existing BDA accounts.

Take a look at all the great content by **clicking the link**

Schwab/TD Transition Resources

A new cir2.com resource page is now available to support Cambridge financial professionals who may be impacted by the client account transitions occurring over Labor Day weekend (September 2-4) following Charles Schwab's recent acquisition of TD Ameritrade. Cambridge is working with Schwab to ensure all impacted financial professionals have the information needed to prepare for this transition, and we have created a **resource page on cir2.com** for you to reference as you prepare for Labor Day weekend. Here you will find links to a number of resources from Schwab, Frequently Asked Questions, where to go for support, and more.

eSignature Company updates

Cambridge is pleased to announce that First Eagle Funds and North American Co. are now accepting CLIC® eSignature on paperwork from Cambridge financial professionals. Athene is also now accepting CLIC® eSignature on post-issue transaction paperwork, excluding NY business.

The latest guide can be **found here**

Upcoming July 13th Webinar

We invite you to join our upcoming webinar to learn more and further explore the system and functionality. Special guest Thomas Block, AAMS®, AWMA®, CRPC®, Branch Manager/Recruiter with Duncan Advisor Resources will be on the call. We will discuss how the Duncan team has adopted and incorporated CLIC^New! Account Open into their day-to-day processes, change management, and user experience. A demonstration of the system and the latest enhancements, including a recent release that simplifies setting up new accounts for existing clients, will be provided.

CLIC^New! Account Open: Learn With Your Peers Webinar
Thursday, July 13
3:00 p.m. – 4:00 p.m. CT
Click here to register

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

Advisors Capital Management

Dr. Charles Lieberman
Chief Investment Officer
Email chuck@advisorscenter.com

Michael Lieberman
Director of Strategic Relationships
Email michael@advisorscenter.com

As we hit the halfway point in the calendar year and clients are focused on summer vacation plans, the economy and the markets are still a hot conversation point. Where is the economy right now? How are the markets reacting? What are some markers that are interesting to pay attention to.

Tune in to hear Dr. Lieberman review those items as well as how ACM is helping financial professionals position their clients with their solutions.

ACM Markets Presentation
Who is ACM
SMA UMA Strategy Guide

[Income Growth Fund]
[ACM Benefits]
[ACM Our Story]

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

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