

# Weekly Rep Call

2/21/2024



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.

February 28th - **Advisors Capital Management (Branch Meeting Highlight Sponsor)**

March 6th - **Protective (Branch Meeting Highlight Sponsor)**

March 13th - **No Rep Call**

March 20th - **Redtail Updates and Enhancements at Cambridge**

## 2024 Annual Branch Meeting

# Branch Meeting Agenda

We are excited to host the 2024 Annual Branch Meeting at the beautiful [Omni Amelia Island](#) in sunny Fernandina Beach, FL. This meeting is designed to meet the needs of our financial professionals and will offer educational sessions on products, marketing and sales, marketplaces trends, and more. Plus a backdrop of the beautiful sunrises.

## Transportation

For those who may not be familiar or comfortable using Uber or Lyft, the resort has partnered with East Coast Transportation as the best option for a ride to and from the airport. You may [click this link](#) to secure your reservation

For Golfers, [HERE](#) is the link to Amelia River Golf Club and [HERE](#) is the link to Long Point at Amelia Island.

For you Non-Golfers, the Duncan BGA will be sponsoring a Thursday afternoon with 2 fully-stocked cabanas on the beach.

We have 20 sponsors that can't wait to meet you.

**#DARBranch2024**

## CJ's Compliance Corner



### Amendment to New York Cybersecurity Regulation 23 NYCRR 500

The New York State Department of Financial Services (NYDFS) issued an amendment to its cybersecurity regulation, which was finalized on November 1, 2023. Any financial professionals who reside in New York or who do business in New York should closely review the following information.

It is important to review the definition of “covered entity” in Section 500.1(e) and read Section 500.19 to determine whether the regulation may apply to you. If it is determined the regulation applies to you, you should review the entirety of the amendment to ensure compliance, or seek legal counsel and/or a cyber consultant.

#### Helpful resources:

NYDFS [website](#)

Implementation timelines for Covered Entities [here](#), and for Small Businesses [here](#)

Informational [Video](#)

Informational [Slides](#)

A [summary](#) of the New York Cybersecurity Regulation 23 NYCRR 500 Amendment and chart outlining each section of the amendment

We hope you will find these resources to be helpful, and we will be discussing this item during upcoming branch reviews.

## Disclosures and Dispute Management System

Cambridge has teamed up with RegEd again to offer a Disclosures and Dispute Management system that offers greater transparency to financial professionals and field supervisors. They anticipate this to be up and running in March or April 2024, with a full historical import to follow. To learn more, click [here](#).

## AdView deadline approaching!

Materials submitted through AdView prior to the January 1, 2022 must be resubmitted into RegEd communications review before March 15, 2024 if you wish to continue using them. Following that date, AdView will be decommissioned. Anything not resubmitted at that point will be considered expired and no longer approved for use.

## Around the Product Block



### Resources for NetXInvestor and Wealthscape Investor

Cambridge has created documentation and resources to assist you and your clients in navigating the recent changes with the registration process. Materials have been created and are available in the Cambridge Resource Center. These resources will continue to be updated. These resources can be found by logging into cir2.com and selecting Cambridge Resource Center in the black banner across the top of your page.

Once you're on the Welcome page you will select **Brokerage Operations**, followed by **Self Service**. From the Financial Professional and Client Self-Service Options page you will navigate to the general section where you will see Client Access with a link for both Wealthscape Investor and NetXInvestor.

A video with step-by-step instructions on the NetXInvestor registration process can be found [here](#). **This video** can be shared with clients [Sponsor Materials on MarketCentral](#)

Head to MarketCentral®, Cambridge's marketing portal, to unlock hundreds of complimentary marketing materials courtesy of our sponsor partners.

Split between both client- and financial professional-facing materials, MarketCentral's sponsor section consists of a growing library of timely checklists, educational brochures, relevant commentaries, and more. New pieces are added every month and are pre-approved by Cambridge's Compliance Department, so you won't need to resubmit anything.

If you are new to MarketCentral, you can access the site from the cir2.com Tool Grid or by [clicking here](#). Once on MarketCentral, navigate to **Account**, then **Personas**. Click the **Add New Persona** button and complete all required fields to begin placing orders.

## Bitcoin ETF Updates

As announced in the January 11, 2024 [Special Report](#), prior to effecting any transactions in bitcoin ETFs, financial professionals will need to complete a mandatory Cryptocurrency & Digital Asset training course through RegEd. **The training course is already available to all licensed financial professionals and can be accessed by clicking the “Additional Training” menu option in RegEd.**

**Training is required for any financial professional who has clients trading these products, including unsolicited trades and/or trades placed by other financial professionals utilizing a split code with you.**

Financial professionals are not permitted to trade bitcoin ETFs until they complete the training. This applies to transactions at our clearing firms (Pershing & NFS) and custody firms (Schwab, FIWS). Any trades completed before training completion are subject to being broken, with corresponding losses being the financial professional's responsibility. Additional measures, including Letters of Education and/or Caution may be issued for failure to take the training.

As an update to the Special Report, Cambridge has determined that VanEck Bitcoin Trust (HODL) will no longer be available for purchase. Current clients will not be required to sell out of existing positions, but HODL will be blocked from future purchases.

## Retirement Plan Summit

The retirement industry continues to evolve and so has Cambridge's Retirement Plan Summit, the premier education event for Cambridge financial professionals interested in growing their retirement plan business.

Their expert presenters and panelists will provide insight and fresh ideas on a wide range of topics, including: strategies to help you grow your business, best practices to help the plan sponsor mitigate their risk, and techniques designed to help participants meet the ultimate goal of retirement readiness.

There will also offer networking opportunities with ERISA attorneys and industry professionals for financial professionals focused on retirement plans.

May 20-22 Boise, Idaho [Register Here if interested](#)

## Business Opportunity

### Griffin Capital

#### Nino Balduzzi

Senior Vice President

Email: [nbalduzzi@griffincapital.com](mailto:nbalduzzi@griffincapital.com)



**Matthew Couri**  
Senior Vice President  
Email: [mcouri@griffincapital.com](mailto:mcouri@griffincapital.com)

**As it gets closer to the Branch Meeting, we are highlighting our sponsors.**



**Griffin Capital has been a regular supporter of Duncan Advisor Resources and its Financial Professionals.**

**Tune in for a small sneak peak on what they will discuss as well as a reminder of how they are here to support your practice.**

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