

Weekly Rep Call

4/3/2024



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.

April 10th - **Natasha Holland Nationwide Resources**

April 24th - **Cole Beasley Jackson Resources**

CJ's Compliance Corner

Admin and Solo Financial Professional Call

Thank you for those of you who joined the call! Due to a technical difficulty, the call recording was corrupted, so I will be creating a video to recreate my presentation of the topics that were covered. Once this



is complete, I will be sending out the full meeting notes, which will include copies of the resources shared. I expect this to be done by the end of the week, so be on the lookout!

IAR CE 2024 Requirements

Are you a resident of the states listed below? Additional requirements are effective for you this year. Training can be found in RegEd. On the left hand side you should see IAR CE. 6 of the credits will be met by the annual FINRA Regulatory CE, so only 6 more hours will need to be completed in RegEd. Not seeing IAR CE in RegEd? Just contact Amanda Ross at amanda.ross@cir2.com and let her know.

Jurisdictions

- Arkansas (effective in 2023)
- California (pending effectiveness in 2024)
- Colorado (effective in 2024)
- Florida (effective in 2024)
- Hawaii (effective in 2024)
- Kentucky (effective in 2023)
- Maryland (effective in 2022)
- Michigan (effective in 2023)
- Mississippi (effective in 2022)
- Nevada (effective in 2024)
- North Dakota (effective in 2024)
- Oklahoma (effective in 2023)
- Oregon (effective in 2023)
- South Carolina (effective in 2023)
- Tennessee (effective in 2024)
- Vermont (effective in 2022)
- Washington, D.C. (effective in 2023)
- Wisconsin (effective in 2023)

Trusted Contact

Cambridge strongly encourages you to discuss the importance of adding a trusted contact with your clients in their regularly scheduled meetings and add or update the information to CLIC as necessary. When adding a trusted contact, please provide as much information as possible; Cambridge requires at a minimum the name, address, relationship, and phone number. Alternately, the client can provide trusted contact information using the Account Change/Update Form. When setting up a new account, the Client Information and Suitability Form includes a section for trusted contact information. If the client does not wish to add a trusted contact, you must document that rationale in the client's file if you do not check this box on the form: "I decline to provide a trusted contact at this time."

A trusted contact is not authorized to contact you as the financial professional or Cambridge to transact business or to obtain private information related to the client without appropriate legal authority, such as a power of attorney. A trusted contact is a valuable resource to help all of us protect the client from fraud or financial abuse.

Bonus: watch the recording for an anecdotal input from our own Larry Qvistgaard about why a trusted contact is important!

Around the Business Block

Cambridge Annuity Academy: Adding an Annuity



to an IRA (CE Credit Offering)

The **Certified Retirement Counselor® (CRC®)** program content is unique in that it covers both retirement accumulation and distribution planning, behavioral finance considerations, working with clients based on different communication styles, and other client relationship building topics. The end result is a retirement professional who is better prepared to offer holistic retirement planning "counseling" solutions.

Practice Management



SEI

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Christopher Arizin
Practice Management Consultant
Email: CArizin@seic.com



We have to thank Stephanie and SEI for being a part of our Annual Branch Meeting.

In this discussion, she will review some of the best conversations she had in Florida, what Financial Professionals are utilizing her firm for, and a review of their capabilities with Chris Arizin to help you grow your practice.

[SEI Deck](#)

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