Weekly Rep Call

4/17/2024

Duncan ADVISOR RESOURCES
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 24th - Cole Beasley Jackson Resources

May 8th - Jim Daniello Equitable

May 15th - Kyle Freda Peachtree

May 22nd - Ryan Perri Inland Securities

June 5th - Thayer Gallison Cottonwood

June 12th - John Holowko Prudential

Branch Meeting Survey

Whether you joined us for the Branch Meeting or not, we need your feedback

Please click the link below and take our survey. As we plan for 2025, we need to know what would interest you for activities.

Take the survey

CJ's Compliance Corner

RegEd Enhancements

Important update to required items for Communication Review entries in RegEd: Previously, if a submission was created without the appropriate originator, there was no way to re-route the item to the correct supervisor for review. For this reason, the originator will no longer be an optional field. This means that if you are submitting for yourself, you will be required to add yourself as an originator.

For more information on this and other recent enhancements to the RegEd module, please see the full compliance alert **here**.

DocuSign Blank Signed Forms

When submitting a DocuSign packet for client signature, be sure to mark the signature field as N/A if one of the included forms will not end up being used. Otherwise, this comes through to the trade key as a blank, signed form, which is not permitted per Cambridge policy, which can be found in the Compliance Manual.

PII Encryption

We have seen an uptick in PII being sent through E-mail without the appropriate encryption. As discussed on our **March 20th rep call**, Cambridge requires all financial professionals to use SmarshEncrypt when communicating non-public information electronically. Non-public information could include, but is not limited to, the first name and last name, or first initial and last name of a person in combination with any one or more of the following:

- Social Security numbers
- Driver's license numbers
- Credit card numbers
- Account numbers
- Account statements
- Last four digits of Social Security number
- Date of Birth
- Passwords

Tips & Tricks - try transferring PII through the vault in CLIC instead!

For more best practices and details, see the Compliance Alert **here**

Around the Business Block

Cambridge Annuity Academy: Adding an Annuity to an IRA (CE Credit Offering)

Date & Time
Apr 18, 2024 2:00 PM EST

Cambridge Annuity Academy and Pacific Life join together to provide a CE qualified webinar to discuss how adding an annuity to an IRA could benefit your clients. Get the answers to commonly asked questions about owning an annuity in an IRA, get updated information about the recent tax changes that could impact your client's, as well as a deeper dive into contributions, roll over choices and beneficiary planning.

Sign up today

Internal succession: The modern advisor's secret growth strategy

Succession planning is often thought about towards the end of a career and in conjunction with exit planning. Join us for a discussion on why we're challenging that approach and how a proactive succession plan can actually be a driver of growth, value, and talent acquisition (and retention).

This conversation is for firms that want to:

- Maximize revenue growth in their 40s, 50s, 60s, 70s, and beyond
- Build pathways for partnership and future leaders
- Retain talent, especially as the owner(s) consider working less than a typical 40 hour week
- Attract future leaders and partners with the right compensation structures

Date & Time
Apr 24, 2024 1:00 PM EST

Brought to you by our friends at SEI

Sign up today

IRS WAIVES 2024 RMDS FOR IRA BENEFICIARIES SUBJECT TO THE 10-YEAR RULE

If you're an IRA beneficiary subject to the 10-year payout period and would have had a 2024 required minimum distribution (RMD), you're in luck. In IRS Notice 2024-35, issued yesterday (April 16), the IRS said it would excuse those RMDs.

Read more about it here

Cash Money

One of our Financial Professionals was cut a check last week for almost $11K because of his referral.

Any referral you make and that joins Cambridge, will get you 2% of their verified production and 2% of their actual first year production.

For 10 minutes of your time, a check like this could come your way. Reach out to me if you have a candidate.

Business Opprotunities

CIM Group

Mick McClendon
Vice President, Private Wealth Partners
Email: MMcClendon@cimgroup.com

We have to thank Mick and CIM Group for being a part of our Annual Branch Meeting.
In this discussion, he will review some of the best conversations he had in Florida, what Financial Professionals are utilizing his firm for, and a review of their capabilities to help you grow your practice.

CMCT Preferred Stock
CIM Real Assets & Credit Fund

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