Weekly Rep Call

Duncan ADVISOR RESOURCES
Making It All Work Together

5/29/2024

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.

June 5th - Julie Snyder Spotlight on Success

June 12th - John Holowko Prudential

CJ's Compliance Corner

T+1 Settlement in effect May 28th

When placing orders to purchase securities with a T+1 settlement date, it will be important to ensure there will be settled funds in the account by the close of business on the next business day. Settled funds include an existing cash or cash sweep position, or incoming

cash via wire or ACH if initiated by 2:00 p.m. ET. Sales proceeds from previous orders that settle at or prior to the settlement date will also qualify. Finally, for margin accounts only, having available margin borrowing value will qualify as settled proceeds. The time frame for meeting margin calls will also be shortened by one day. For additional considerations as a result of this change, click **here**.

Deposits into existing accounts

Please remember that DOL PTE requirements also apply to deposits into existing accounts. The BIA/RightBRIDGE must be uploaded to a trade key submitted for supervisory review. For more information, please refer to the **Actions Chart** on the Cambridge website.

Onboarding a new admin

Bringing on a new admin? Please reach out to Greg Hicks to inform us of the addition to your staff, and for assistance with obtaining systems access as well. In addition to the onboarding training that Greg will provide, we also recommend taking advantage of the recorded admin calls available on our website.

Solo Practitioner and Admin Quarterly Call

Please join us July 9th for our next quarterly call! More announcements and agenda details coming soon!

Around the Business Block

US Energy 2024 Drilling Fund

The current year version of this program is now available. Click to see the details of this program.

Early Investor Incentive
US Energy Drilling Fund Highlights
US Energy Executive Summary
Wholesaler Map

Leveraging Centers of Influence

Leveraging centers of influence involves building relationships with key individuals or entities who can refer clients or customers to your business. Lucila Williams of LOTUS Financial Partners and Cambridge Executive Vice President and Chief Business Development Officer Tammy Robbins will share tips and tricks on how to do it the right way. they'll cover ways you can identify influential people in your industry, connect with them, and provide value so they are more inclined to refer others to your services.

Wed June 5th 2-3pm EST

Register Here

Business Opportunity - Commission to Advisory

As we reach the half way point of the year, if you're looking for ways to increase revenue, elevate client relationships, and increase referrals, schedule time with me for a mine your book session - Commission to Advisory.

We will work together on your commission accounts, and discuss the opportunities for converting those accounts and the best platforms to do so.

The work today can begin paying out by the 3rd or 4th Quarter.

Click here to schedule time with me

Financial Professional Referral Bonus

We want more Financial Professionals like you! Financial Professionals, Licensed Admins, and Unlicensed Admins can make a referral and be eligible for the bonus. Here's how it works:

- A credit of 2% of the referral's anticipated annual revenue will be applied to the producing financial professional's compensation statement after the referral's FINRA join date.
- After the referral has been with Cambridge for 12 months, the financial professional will receive 2% of the referral's actual annual revenue paid in the 13th month.

If you have someone interested in learning more, send me an email so I can log the credit under your name.

Relive The Best Parts of the Annual Branch Meeting

We had such a great time at Amelia Island for the Branch Meeting. Spend 3 minutes watching the highlights below.

Business Opprotunities

Cottonwood

Thayer Gallison
Senior VP, Mid-Atlantic
Email thayer@cwmarketsgrp.com

Tony Neves
Senior VP of Capital Markets
Email tony@cwmarketsgrp.com

We are really thankful for Cottonwood's partnership at this year's Branch Meeting.

Thayer will review discussions he had down in Amelia Island, areas Cottonwood focuses on beyond the product, and business solutions approved at Cambridge

CWREIT Update

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