Weekly Rep Call

6/12/2024

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 19th - Brian Nimmo First Trust

July 3rd - NO REP CALL

July 10th - DAR Financial Planning - Real Examples and Real Outcomes
July 17th - Samantha Russell from FMG: A new ERA at FMG

Cooking up more to grow your revenue

CJ's Compliance Lounge

Hybrid Locations Survey

Please note – this survey is MANDATORY for all registered individuals regardless of their work location.

The deadline for completion is Thursday, June 20, 2024.

The survey will come from a non-cir2.com email address: Cambridgesurvey@qualtrics.com.

2024 Annual CE

This is a reminder that your FINRA Regulatory CE is due annually. The deadline to complete your CE Regulatory Element is December 31, 2024. To ensure you complete your requirement in a timely manner, we highly recommend an October 31, 2024, deadline be noted on your calendars.

If you fail to complete the online session by 12/31/2024, your FINRA licenses will be suspended and you will be unable to conduct, or earn compensation for, securities business until your licenses are reinstated. Compensation earned during inactivity period will be forfeited and is not recoverable.

Several states have also adopted rules requiring Investment Adviser Representatives (IARs) registered in their states to meet continuing education (CE) requirements by December 31, 2024. See full list below. California has a proposed rule expected to be adopted before year-end with the same requirements and intends to require compliance with the rule by December 31, 2024.

Arkansas
Nevada
California (proposed)
North Dakota
Colorado
Oklahoma
Florida
Oregon
Hawaii
South Carolina
Kentucky
Tennessee
Maryland
Vermont
Michigan
Washington D.C.
Mississippi
Wisconsin

HOW TO COMPLETE YOUR REQUIRED CE
FINRA
IAR

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

TruChoice Webinar - Top 10 Tax Traps

As your clients prepare for retirement, there are a number of tax traps that can catch many off guard. Failure to understand the hidden impacts of Roth IRA conversions, using a trust within an estate plan, or simply not paying attention to the clock, can all cost potentially thousands in taxes and penalties for those unaware.

Join our friends at TruChoice as they explore 10 of the most common tax traps that result in phone calls to TruChoice's Product & Advanced Strategies team.

Thursday, June 20, 2024 | 1 PM (CT)
Register Here

Advanced CLIC Advisor webinar

Join Allianz as they show you how to model an Allianz annuity in CLIC Advisor, both as a proposal in the What if Worksheet and how to model an in-force contract. We will also have a discussion on the results and look at some of the reporting that can be used to demonstrate the power to a client.

Thursday, June 20, 2024 | 3 PM (CT)
Register Here

Retirement Center Changes

The Cambridge Retirement Center is updating its user experience to link directly to the Fi360 portal.

The updated experience will streamline access to the Business Intelligence tool, as well as other Fi360/Broadridge supported accounts (Fiduciary Focus Toolkit, Learning and Development, and Fee Benchmarker), which will still be single sign-on through the Retirement Center link in the Tool Grid and Featured Tools ribbon on the cir2.com site.

Other resources currently available in the Retirement Center can be found on the Cambridge website at **Financial Solutions>Advice Solutions>Retirement Plans**.

If you need help with paperwork, don't hesitate to reach out to a member of the OSJ supervision team.

RPM 2025

Real Practice Management (RPM) enrollment is now open for financial professionals. All three in-person sessions are required to participate, as well as homework, and peer and coaching calls on a monthly basis. Candidates will be screened to ensure the program will be beneficial, and there will be intake benchmarks to verify financial professionals have the desire and time to take their business to the next level.

Please reach out to me to discuss RPM and if it right for you in 2025.

For additional details, **click here**

Business Opportunities

Prudential

John Holowko
Regional VP
Email john.holowko@prudential.com

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

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

Wholesaler Contact Sheet

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