

Weekly Connections Call



Duncan

ADVISOR RESOURCES

Making It All Work **Together**

Today's Connection Call

Click the button below to view the recording of today's call.



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

Connecting With You

I have an issue with compensation!

Is this product approved?
Is this an OBA?

When it comes to support, our OSJ enterprise is second to none. But who do you contact? Click the link below and save to your favorites the OSJ contact list. It is the most comprehensive page on who to contact depending on need.

[UPDATED DAR OSJ Contact List](#)

Innovate 2025

[THIS IS THE REAL LAST WARNING. YOU MUST REACH OUT TO THOMAS BLOCK FOR A HOTEL ROOM](#)

Take the Connection one step further, and let's do it in person.

Innovate is the next step in making our annual meeting even more effective and educational for you, our Financial Professionals.

Join us in beautiful Amelia Island to visit, learn, laugh, and engage that will help you build, enhance, and develop your business.

**REGISTER TODAY BY CLICKING
BELOW**

[DAR Innovate 2025 - March 26-28th Amelia Island](#)

Upcoming Connection Calendar

Rep calls are happening every Wednesday (Except the week of the Annual Branch Meeting) and we are working hard to fill the schedule.

March 12th - T. Rowe Price

March 19th - Lord Abbett

March 26th - No call because of Innovate

April 2nd - SEI

April 9th - FS Investments

April 16th - Ategenos Capital

April 23rd - Inland

CJ's Compliance Corner



Survey

Be on the lookout for a survey from us, requesting feedback about your experiences in trade review. We would greatly appreciate any and all input that you can share with us!

Abandoned Property and Quarterly Transfer

Pershing will process their quarterly abandoned account transfer on Monday, March 24, 2025. After assets are transferred into Pershing's abandoned property range, they are no longer visible to Cambridge or our financial professionals. Accounts eligible to be transferred have either a Returned Mail restriction or an Abandoned Account restriction on them. If an account has either of these restrictions, please use CLIC to update/confirm the client's current mailing address by Friday, March 14, to prevent the assets from being transferred into Pershing's abandoned property range.

At the account level, Returned Mail and Abandoned Property events can be monitored via the *Abandoned Property Profile* link on account's Profile screen in NetX360+. To monitor for Returned Mail and Abandoned Property across all of your clients' Pershing accounts, it is recommended that you use the *Returned Mail – Lost Security Holder* IFA. Step-by-step instructions for this process and how to update accounts can be accessed by clicking [this link](#).

Assets that have been transferred to abandoned property remain retrievable on a best-efforts basis until they are escheated to the state at a time dictated by state law. The process to retrieve transferred assets can be initiated by opening a CLIC® Service Request using the topic *Pershing Retirement Accounts* or *Pershing Retail Accounts*. Upon escheatment, clients would follow their state guidelines to reclaim their property.

More about Pershing's abandoned property process can be found in the *Locate Lost Security Holders Overview* in the NetX360+ Resources.

Monthly Fee Billing

Billings for Monthly Review for CMAP and WealthPort accounts are available for review starting March 4 – March 6. These billings will be pulled back from review March 6 at 8:00 a.m. CT. Please free up any cash and make changes to the billing before March 6 at 8:00 a.m. CT.

For questions, please contact Accounting Compensation at 641-209-5302.

Upcoming branch reviews

If you have been scheduled for a Cambridge audit this year, feel free to reach out to Dennis Roybal if you would like a preview of what to expect. Dennis will also be traveling to complete our branch reviews following Innovate. If you have not seen one yet, expect to receive a message from him to schedule your branch visit soon. If you have been selected for a Cambridge audit, our branch review will be conducted virtually rather than onsite.

Dennis Roybal

724.279.4013

dennis.roybal@duncanar.com

Around the Business Block



Investment Management Updates - CAAP

Russell Balanced Growth and Moderate Growth Portfolio and Potomac Guardian Strategy and Potomac Bull Bear Strategy is available in WealthPort CAAP and UMA effective March 3, 2025.

These are material changes; the WealthPort Wrap Client Agreement and Application version dated 102324 will continue to be accepted through April 3, 2025. As of April 4, 2025, the WealthPort Wrap Client Agreement and Application version date 030325 will be required, and the older version dated 102324 will no longer be accepted.

AXA Equitable Trail Change

AXA Equitable will now be paying trails monthly, rather than quarterly, starting in April 2025. The last quarterly payment will post in April (for January, February, and March). May will start monthly payments (April monthly will pay in May).

Upcoming Webinar

BNY Wealth 2025 Outlook on AI & Tech

Tuesday, March 11th, 2025

11:00a.m. – 12:00p.m.

[Register Here](#)

Or

Thursday, March 13th, 2025

1:00p.m. – 2:00p.m.

[Register Here](#)

Practice Management Pro Tip - Turning over asset management to someone else

Listen in as I give a best practice idea for those who are

doing a lot of advisor directed business, but are looking to offload that time into something less time intensive especially for retirees.

[Get on my calendar today](#)

Innovate Sponsor Series



Protective

Mark Berwanger
Divisional VP

Email Mark_Berwanger@protective.com

We are excited to have the Protective as our sponsor for Innovate in March. As part of the lead in to the event, Mark will be spending time discussing the options you can take advantage of today.

[SecurePay Protector Face Sheet](#)

[Agenda](#)

[Aspirations Daily Value DB](#)

[Protective Contact Map](#)

[SecurePay Calculator](#)

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