

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.

[AI Driven Notes](#)



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

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.

July 23rd - All About the OBBBA *Presented by Jackson starting at **11 am***

July 30th - Duncan Walsh Advisors with Dave and Tom

August 13th - Building a Branch of FP referrals with Adam Parks

August 20 - NO CALL DAY!!!

Plan to be a part of our call every Wednesday.

Larry's Compliance Lounge



Change in agenda for next week's call:

Due to time constraints, our guest speaker will be the first to speak on the topic of the "One Big Beautiful Bill Act"

Account Periodics

Account Periodics are coming out this week. You will receive an email from Kellie if you have any to review and comment on with instructions on how to access them. Please do not ignore these emails.

Emails on off-channel communication training

Emails were sent to everyone who has a non-licensed person associated with their branch who has not completed the Off Channel Communication education module. Reminder: if the person is no longer with your branch, please do not ignore the email, but reply to complianceemailbox@cir2.com with the name and date of the person who is no longer

associated.

Around the Business Block



WealthPort Trading for FIWS Users

WealthPort® Advisor-directed Fidelity Institutional Wealth Services (FIWS) users now have the option to trade their accounts using WealthPort trading technology. This enhancement offers the ability to scale your business and trade client accounts in a more efficient and streamlined manner, whether you manage custom portfolios or take a more model driven approach. This enhancement reflects the work of teams focused on creating a better experience for you, and Cambridge is here to support you through every step of the process. The Cambridge WealthPort Trading Support Team is ready to help you complete the required trainings; understand the key differences between NFS, Pershing, and FIWS when trading on the WealthPort platform; and guide you through a smooth and confident onboarding experience.

For questions or to schedule a consultation, please contact the WealthPort Trading Support Team WealthPortTrading@cir2.com).

Defining Your Market

One of the most effective ways to improve marketing results is to be sure your marketing efforts are directed at the right audience.

Understanding and defining your target market is crucial for tailoring your marketing strategies to effectively engage your prospects.

Why Tailor Your Marketing to a Defined Market?

- 1. Focus Your Efforts:** A well-defined market helps you concentrate your resources on the most promising opportunities, ensuring your efforts are efficient and effective

- 2. Understand Client Needs:** By identifying your target market, you can better understand their needs, preferences, and pain points, allowing you to offer solutions that truly resonate
- 3. Improve Marketing Strategies:** Tailored marketing strategies are more likely to attract and engage your ideal clients, leading to higher conversion rates and customer loyalty
- 4. Enhance Product Development:** Knowing your market helps you develop products and services that meet the specific needs of your clients, increasing satisfaction and retention
- 5. Gain Competitive Advantage:** A clear understanding of your market allows you to differentiate your business from competitors, highlighting your unique value proposition

If you're looking to get a better handle on this, please contact me at Thomas.block@duncanar.com to schedule 1:1 Practice Management on this topic or any other marketing ideas.

Creating a Better Internship Experience Webinar

Are you ready to take your internship program to the next level? Join Cambridge for this Source webinar where they dive into actionable strategies to build a successful program. During this engaging event, Stephanie Little, Supervisor, Source HR Consulting will talk with Mark Stallsmith, owner of Financial Essentials, and his 2025 interns to learn how his team has helped introduce the next generation to careers in financial services
Jul 30, 2025 04:00 PM EST
To register, click here -> [LINK](#)

Reclassification of Certain Interval/Tender Funds

StepStone Private Markets Fund (SPRIM) - XPMIX, XPMSX, and the Cliffwater Enhanced Lending Fund – CELFX.

Following recent statements from the SEC, several fund managers have decided to remove the accredited investor suitability requirement for the purchase of the funds listed below.

As a result, the StepStone Private Markets Fund (SPRIM) - XPMIX, XPMSX, and the Cliffwater Enhanced Lending Fund – CELFX will no longer require accredited investor status for fund purchase.

Cambridge has reviewed these developments and determined they align within the Non-Conventional Funds and Traded Securities Concentration guidelines.

The funds were reclassified from the Traditional Alternative Investment Concentration guidelines to the Non-Conventional Funds and Traded Securities Concentration guidelines effective 7/14/25. Moving forward, purchasing these funds will follow standard trade procedures utilizing Wealthscape (NFS) and Netx360 (Pershing) trade technologies.

Business Opportunity



Robb Stottlemeyer

Director, Life Brokerage Sales

Email: robb.stottlemeyer@duncanar.com

Covering: *Team introductions and agenda*



Jonathan Theys

Underwriting Director

Email: jonathan.theys@duncanar.com

Covering: *Underwriting update and "getting coverage quickly"*



Bill Adams

Regional Director, Southeast Region: Georgia, North Carolina, South Carolina

Email: bill.adams@duncanar.com

Covering: *Overview and success of 'informal underwriting'*



Michael Frenville

Regional Director

Email: michael.frenville@duncanar.com

Covering: *Life insurance case with the bonus of long-term care*

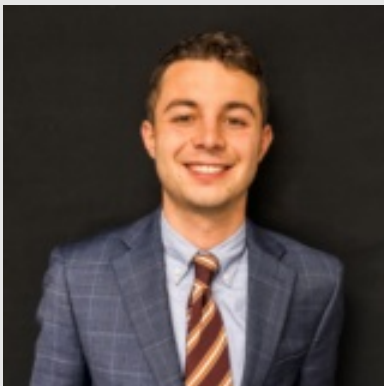


Brennan Bauman

Internal Wholesaler

Email: brennan.bauman@duncanar.com

Covering: *Marketing and education videos*



Jake Geiger

Internal Wholesaler

Email: jake.geiger@duncanar.com

Covering: *Business building meetings, Mine-the-Book brainstorming sessions*

Join us for the main points from the DAR Life BGA teams presentation, conversations they've had and a reminder of all of DAR's Life BGA capabilities.

Larry L. Qvistgaard, II

President, COO

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