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 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.

SAVE THE DATE FOR INNOVATE!

INNOVATE 2026

For those attending Innovate, we can't wait to see you next week!

We have an outstanding agenda being crafted for you, filled with valuable insights, collaborative discussions, and opportunities to connect with peers and industry leaders. Whether you're looking to gain new ideas, strengthen relationships, or take away practical strategies you can implement right away, we're excited to bring together a meaningful and impactful experience.

We're also thrilled to share that Cambridge CEO Amy Webber will be joining us throughout the event. Her leadership, perspective, and industry expertise will make this year's conference especially valuable, and we're excited for attendees to hear directly from her.

We look forward to an engaging few days together and appreciate you taking the time to be part of Innovate 2026!

Full Agenda
Hotel Info
Full Website (Favorite this for updates)

SPECIAL DEAL FOR FINANCIAL PROFESSIONALS!

zocks

Take advantage of this special discount from Zocks!

We're excited to share that we have partnered with Zocks AI, to bring those affiliated with our Enterprise a **6 month free trial.**

Zocks AI helps advisors:

- Analyze client sentiment to improve communication and relationships
- Track advisor performance with detailed scorecards
- Streamline processes with a built-in form filler
- Integrate with eMoney for a smoother planning experience
- Gain practice insights and user data to drive growth

Schedule your onboarding call here with our DAR account manager to start leveraging Zocks right away, or scan the QR Code below.

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.

May 20 - NO CALL: SEE YOU AT INNOVATE!

May 27 - Betterment Part Deux

June 3 - DAR Financial Planning Team

Plan to be a part of our call every Wednesday.

CJ's Compliance Corner

Account Periodic

Please be sure to check the Account Periodic section of Trade Review if you have received a reminder from Adam Fernance that you have items pending review. Please click here for a guide with more information about the alerts that you may see in the module, as well as navigational assistance.

Fingerprinting Requirements

As a reminder, if any individual is going to have access to client information, Cambridge would require they get fingerprinted through Cambridge. If they are not going to have access to client information, they would not have to be fingerprinted through Cambridge, but Cambridge would recommend the FP do their own due diligence on the individual(s).

Tom's Business Block

Security Update on NetXInvestor

The Email option for receiving One-time Passcodes (OTP) for NetXInvestor will be removed in a future update and will no longer be supported.

The effective date for this change, previously communicated as April 6, has been postponed. The new effective date will be communicated once finalized.

Beginning May 22, 2026, an OTP will be required to access Security Settings in NetXInvestor

Please assist your clients in updating their NetXInvestor OTP delivery method to one of the supported options below:

- **SMS/Text**
- **Voice Call**

More details on this can be found here -> **LINK**

Pershing Enhancements for Roth Conversions

Effective immediately, Pershing has implemented an enhancement to the Standing Instruction Journal designed to simplify and streamline Traditional-to-Roth IRA conversions.

This update expands standing journal functionality to support conversion-eligible retirement accounts and introduces system-driven validations to help ensure accuracy and efficiency. In addition, the Roth Conversion/Recharacterization Request Form has been updated to allow standing journal instructions to be established as a method of delivery. Together, these changes improve visibility, consistency, and ease of use when processing IRA conversion requests.

The Standing Instruction Journal now supports conversion-eligible retirement accounts, enabling you to configure standing instructions to convert assets from a Traditional IRA to a Roth IRA. Conversion-specific validations are automatically applied by the system to help ensure requests meet eligibility requirements.

New filters are also available, allowing you to more easily view and manage IRA-to-IRA standing instructions.

More information can be found here -> LINK

Ignite Registration is open

We hope you'll join us for 2026 Ignite in Kissimmee, Florida, September 16-18! Cambridge's biggest event of the year features curated educational sessions, compelling speakers, and valuable opportunities to connect with peers and Cambridge leadership.

PLUS! The world famous Enterprise OSJ dinner on Thursday night!

Register today to reserve your spot and get excited for another can't-miss Ignite event.

Upcoming Webinars

Cambridge is updating the Docusign eSignature experience in CLIC® to modernize how documents are prepared, signed, and managed. This new experience will be different from the workflow you are accustomed to today.

- **Thursday, May 14 | 9:00 a.m. CT | Register**
- **Tuesday, May 19 | 9:00 a.m. CT | Register**
- **Tuesday, May 26 | 3:00 p.m. CT | Register**
- **Thursday, June 4 | 3:00 p.m. CT| Register**

Recorded webinar: Available in Knowledge Center University (KCU)

Introducing the New Business Analytics: May 19, 2026 02:00 PM EST Learn about the launch of Business Analytics, the new modern analytics platform that replaces the legacy CLIC Dashboard.
Register Here

Estate Planning with Retirement Assets after the SECURE and SECURE 2.0 Acts – CE Eligible May 14, 2026 04:00 PM EST

Retirement assets account for nearly 40% of the average mass affluent Baby Boomers' net worth. Both the SECURE Act and the SECURE 2.0 Act could significantly impact estate planning for these families.

This webinar, presented by Prudential Retirement Strategies, will cover how recent legislation has changed how certain beneficiaries receive inherited retirement assets, including spouses, disabled and chronically ill beneficiaries, children, charities and trusts.

Attendees will gain a better understanding of the new distribution rules, their unintended — but potentially costly — implications, and how to better plan more effectively in today's environment.

Register for this here -> LINK

Business Opportunity - Road to Innovate: CoreBridge

Ryan Brewer
Divisional Vice President
Email: ryan.brewer@corebridgefinancial.com

Ryan gave us a concise 20-minute presentation covering an introduction to Corebridge Financial, including a high-level overview of our annuity and retirement solution offerings across RILA, indexed, variable, and income-focused strategies. We also discussed what has been working in today's environment from both a positioning and client engagement standpoint, along with current themes and conversations gaining traction with advisors. In addition, we highlighted several value-add presentations and practice management resources available to help support client conversations, retirement planning discussions, and business development opportunities.

MATERIALS FROM THE PRESENTATION:
Wholesaler Map
Press Release

Team Oak Feedback Form

A feedback form is now available to make it easier to share experiences with Team Oak at Cambridge here.

The form is flexible, and you may complete as much or as little as your schedule allows.

Your feedback and timely review of these items help us coordinate effectively with Team Oak leadership and improve the overall experience for our branch. Forms should be submitted directly to CJ **(catherine.lavoie@duncanar.com).**

Thank you for your participation!

Larry L. Qvistgaard, II
President, COO
Duncan Advisor Resources
215 Avenida Del Mar, Ste. B, San Clemente, CA 92672
T 800.517.9901 x2230 C 949.306.0060 F 707.676.8633
www.duncanar.com

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