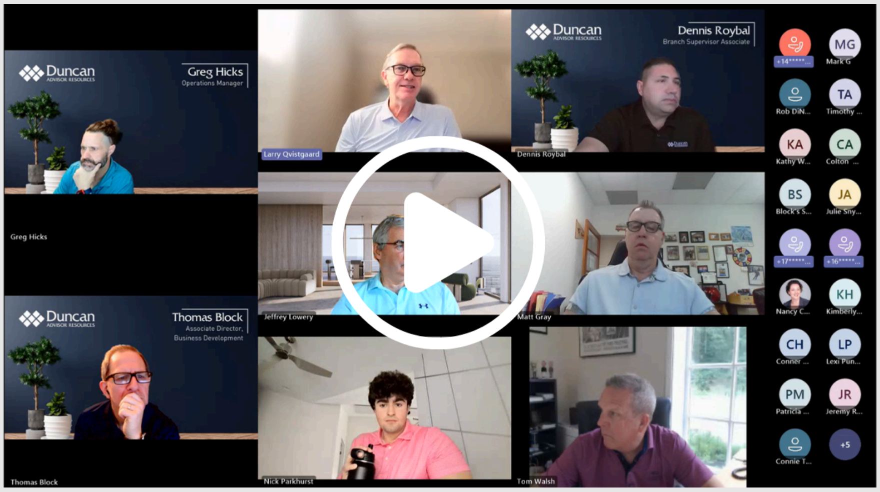
Weekly Connections Call

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.

What To Do Post - #INNOVATE26

INNOVATE
2026

#Innovate26 is officially in the books!

A special THANK YOU to all who attended and helped make it such a positive, productive environment. We couldn't have done it without you.

Surveys are live!

We ask that you please complete the survey to the best of your ability, as your feedback matters and it helps us improve these experiences for everyone, year over year.

Click here to take a quick survey about Innovate 2026.

The presentations from this year's conference are ready to view on our website. **Click here** to see all of this year's slide decks, broken down, in order, by day. These are great insights you don't want to miss out on.

*****REMINDER:** *All Innovate Attendees*
If you have any pictures or videos from the event that you are willing to share, please send them to:

Alyssa Murray, Marketing Strategist
alyssa.murray@duncangrp.com
(and/or)
Emily Steinkopf, Marketing Manager
emily.steinkopf@duncangrp.com

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, and we are working hard to fill the schedule.

June 17 - First Eagle: Part of the Innovate Sponsor Series

June 24 - Federated: Part of the Innovate Sponsor Series

July 1 - Voya: Part of the Innovate Sponsor Series

July 15 - BNY: Part of the Innovate Sponsor Series

July 16 - NEW Quarterly AI Practice Management Connections Call (11am est)

July 22 - ACM: Part of the Innovate Sponsor Series

July 29 - Homestead Funds: Part of the Innovate Sponsor Series

August 12 - Inland: Part of the Innovate Sponsor Series

Plan to be a part of our call every Wednesday.

Larry's Compliance Lounge

Disclosing the Tax Treatment of Municipal Bonds Purchased at a Discount

June 2nd Compliance Alert: Disclosing the Tax Treatment of Municipal Bonds Purchased at a Discount.

In the Alert, there was a term, Original Issue Discount (OID), as well as a required form, Municipal Securities Due Diligence Checklist **(Municipal Securities Due Diligence Checklist),** referenced. Larry went to Indy on the CIR website in the CLIC Workstation and ChatGPT to find out when the Checklist would be required and exactly what is meant by Original Issue Discount.

Indy noted that the Checklist is required for brokerage accounts, not required for 529 plans or Advisory accounts. ChatGPT noted that OID Municipal bonds are typically zero-coupon bonds, where the issue price is lower than the bond value but grows as the term of the bond draws closer.

As discussed in the Alert, there is different taxation on OID Municipal bonds than those bought in the secondary market at a discount due to prevailing interest rates compared to the coupon for the bond. This difference would be noted in the Checklist as it must be discussed with the client. Larry recommended using an advisory account and hiring a third party, specifically DWA, rather than taking on this extra task.

Tom's Business Block

BizEquity

BizEquity is the leading WealthTech platform for business valuation and owner insights, empowering financial professionals to help business owners plan around their most valuable asset. With the largest online valuation software and most valuation data in the market, BizEquity gives financial professionals reliable insight into client value, risks, and key drivers.

Cambridge financial professionals receive a 20% discount.

Book your demo here >
https://www.bizequity.com/financial-advisors/

Per the rep call, the professional designation we discussed was Certified Exit Planning Advisor (CEPA). Learn more about the program by clicking this link > https://exit-planning-institute.org/program/certified-exit-planning-advisor

Cambridge CFP Program

Cambridge financial professionals are invited to join an exclusive Blended Certified Financial Planner® (CFP) Education Cohort through the College for Financial Planning® — A Kaplan Company.

This program combines structured live instruction with flexible online learning to help keep participants on track toward CFP® certification. Participants will also receive an exclusive $700 cohort discount in addition to the Cambridge company discount.

Classes begin July 2026, and early enrollment is encouraged.

Information sessions will be held:

- June 18, 2026 at 1:00 p.m. CT

View full program details, enrollment instructions, and information session registration details here: highspot.com

Zocks 201 Webinar

Zocks 201 is a hands-on session for those ready to go deeper — configuring Zocks to understand your practice so it can do more of the real work for you, automatically.

They'll walk through templates, meeting types, presets, and forms so every note, every update, and every follow-up reflects exactly how you work.

Jun 16, 2026 04:00 PM EST
Register for the webinar here -> LINK

Business Analytics Webinar

Join Cambridge for an introduction to Business Analytics and how it helps you understand your business performance.

Business Analytics is an interactive experience that gives you a clear view of your data so you can understand how your business is performing. In this session, we'll walk through the experience at a high level, highlight key capabilities, and show you how to get started.

Jun 23, 2026 02:00 PM EST
Register for the webinar click here -> LINK

BREAKING NEWS – As of June 10th, the CLIC Workstation Business Analytics tool is live. Go check it out today.

Here are the amended webinar dates:

- **Thursday, June 11 | 1:00 p.m. - 2:00 p.m. CT | Register**
- **Tuesday, June 23 | 1:00 p.m. - 2:00 p.m. CT | Register**

- **Tuesday, June 30 | 1:00 p.m. - 2:00 p.m. CT | Register**

If you can't wait, feel free to grab 30 minutes on my calendar any time -> https://calendly.com/thomas-block/30min-1

Business Opportunity - Duncan Walsh Advisors NEW Investment Options

Tom Walsh, CFA
Managing Partner and CIO
Email: tjwalsh@walshassetmgt.com

David Duncan, CFP®
Managing Partner and CEO
Email: dduncan@duncangrp.com

Materials from the Presentation:
DWA Information Booklet
DWA Fact Sheet
DWA Performance Summary
DWA Informational Postcard

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

Intended solely for Financial Professionals and staff of Duncan Advisor Resources Enterprise

Duncan Advisor Resources | 311 Main Street | Irwin, PA 15642 US