Pulse

what you need to read

by AALU

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Ten Planned Giving Concepts for Charitable Baby Boomers

There are patterns that can help us understand how baby boomers think about charitable giving. This *Wealth Management* piece takes a deep dive into 10 fundamental concepts and techniques for managing planned giving strategies with the Boomer demographic.

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Enforcing Spousal Support Judgments Against Trusts

This *Wealth Management* piece discusses the current law around enforcement of spousal support judgments, including claims against spendthrift trusts.

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Key Considerations When Converting IRAs to Roth IRAs

The timing may never be better for a Roth IRA conversion, but any mistakes can be costly for clients. This *Wealth Management* piece discusses the key items to ensure a successful conversion.

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18 Predictions for the Future of RIAs

In this *Think Advisor* piece, advisor, attorney, and professor Ron Rhoades discusses the trends and threats in the financial and investment advice profession and gives his predictions of the changes that will likely occur—including how these shifts will impact registered investment advisors.

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Employee Incentives: To Give Equity or Not to Give Equity, That Is the Question

Attracting and retaining talent remains a challenge for many startups and early growth stage businesses. While there are a number of options when designing an employee incentive plan, in this piece Eric Duffee of Kegler, Brown, Hill, and Ritter focuses on equity grants and the impact of different types of equity plans on employee behavior, company operations and decision-making, and tax treatment.

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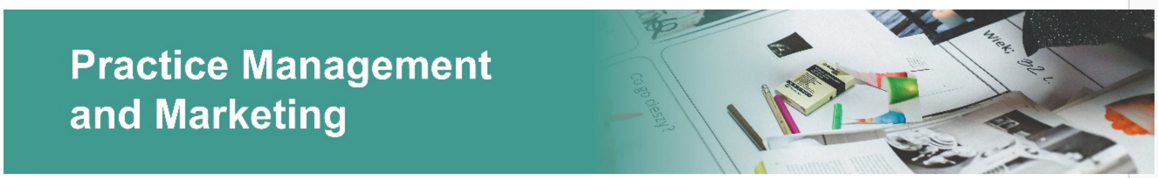

How Do the Affluent Search for a New Financial Advisor?

This *Wealth Management* piece discusses the insights from a recent investor survey of high-net-worth investors. It shows that investors under 45 years old tend to start their search for an advisor online, as one example, and highlights techniques for developing trust and credibility on the web.

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Different Relationship Stages Require Different Prospecting Approaches

According to Bryce Sanders of Perspective Business Solutions, how you should approach prospects and encourage them to become clients depends on the stage of your relationship. In this piece, he discusses tactics for prospecting among strangers, acquaintances, and friends.

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NAIC Tackles the Toughest Part of its Annuity Sales Model

The NAIC is looking to finalize revisions to its model annuity standard by the end of the year. This*InsuranceNewsNet* article provides an update on the current state of play, including a review of the latest call with NAIC staff and industry stakeholders earlier this week.

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Upcoming Events

- **Listening Tour Interactive Webcast** | November 6 | 1pm ET | Register Here
- **199A Webinar** | November 18 | 2pm ET | Register Here
- **TRANSFORM 2020 Preview, Campbell Gerrish** | November 12 | Register Here
- **TRANSFORM 2020** | April 26-28, 2020 | Marriott Marquis | Washington, D.C. | Register Today

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