



Pulse

what you need to read
by AALU

January 16, 2020

Assets Under Management



IRA Strategy after the SECURE Act

This *Think Advisor* piece discusses key SECURE Act changes that advisors should be aware of to ensure clients are maximizing value in their retirement and estate planning strategies.

[Read more >>](#)

Adjusting to the SECURE Act's New 10-Year Rule for Stretch IRAs

This analysis discusses what advisors need to consider now that the stretch IRA has been eliminated under the SECURE Act.

[Read more >>](#)

Fees and Expenses—They Really Do Matter

Investment costs might not seem like a big deal, but they add up and compound over time along with investment returns.

[Read more >>](#)



Practice Management and Marketing

Succession Planning Case Study: My Plan B for Retiring as an Advisor

Carolyn McClanahan of Life Planning Partners walks through the details of succession planning for advisor practices, including the importance of preparing for the unexpected.

[Read more >>](#)

Five Ways Advisors Can Stay Ahead of the Competition

This piece discusses a new white paper from Morningstar and Mercer outlining five 2020 trends wealth management firms and family offices can't miss in order to differentiate themselves from the competition.

[Read more >>](#)

Business Insurance and Employee Benefits



Choosing the Right Compensation Plan

Banks use both supplemental executive retirement plans (SERPs) and deferred compensation plans (DCPs) to attract, reward, and retain high-performing employees. But while they may seem similar, SERPs better serve established employees, while DCPs offer much greater flexibility. This piece discusses the benefits and pitfalls of these plans.

[Read more >>](#)

SECURE Act Implications For Qualified Plans

This piece summarizes the SECURE Act changes in the qualified plan space.

[Read more >>](#)

Wealth Transfer



A 16-Point Plan for Clients with Donor-Advised Funds

Ken Nopar, senior philanthropic advisor for the American Endowment Foundation, offers a 16-point plan that includes deciding when to get children involved and how to invest account assets.

[Read more >>](#)

Tax and Regulatory Development



SEC Publishes Reg BI Compliance FAQ

The SEC recently released an FAQ on Reg BI compliance detailing the type of recommendations that are covered and clarifying disclosures around From CRS.

[Read more >>](#)

[Twitter](#) [Facebook](#) [LinkedIn](#)

Questions?

Contact support@aalu.org

Copyright © 2020, All rights reserved.

Our mailing address is:

AALU
11921 Freedom Drive
Suite 1100
Reston, Virginia 20190