

COVID-19: Navigating the Now



News You Can Use June 5, 2020

Congress Just Changed the PPP, Now What?

Congress passed [H.R. 7010, the Paycheck Protection Program Flexibility Act of 2020](#), making important changes to the SBA's PPP loan program. The President signed the legislation into law on June 5. Here are the key changes to the PPP:

- Provides the option to extend eight-week covered period to cover incurred costs over 24 weeks or until December 31 (whichever comes first);
- Extends to Dec. 31 from June 30 the period in which businesses can restore staffing or salary levels that were reduced to qualify for loan forgiveness;
- Maintains forgiveness amount for businesses that document their inability to rehire or replace workers;
- Requires businesses to spend at least 60% (down from 75%) of their PPP funds on payroll expenses to qualify for maximum loan forgiveness;
- Allows payroll tax (FICA) deferment for borrowers that receive PPP loan forgiveness;
- Allows borrowers to defer principal and interest payments on PPP loans until the SBA compensates lenders; and
- Establishes a minimum loan maturity period to five years (up from two years).

Note: the SBA and Treasury will have to issue updated guidance to implement these changes. Next week, AALU/GAMA will be hosting two webinars to unpack the

changes. As guidance continues to be released, the [COVID-19 Action Center](#) will continue to be your go-to resource for information.

AALU/GAMA members with questions may reach out to [Alex Cisneros](#) or [Marilyn Maticic](#). If you wish to become a member or know someone who should join us, more information is available [here](#).

Advisors, Producers, Agents - Take Our Research Survey

This short [survey](#) provides data for the AALU/GAMA Foundation's third eBook in the Leading Change series, and **will take less than five minutes of your time to complete.**

Leaders, please send this survey on to your **agents, producers, and advisors**. Rest assured that all responses will be kept completely anonymous. We look forward to receiving your valuable feedback! [Click here](#) to take the survey.

SEC Regulation Best Interest Takes Effect on June 30

Despite the impacts of the COVID-19 pandemic, the Securities and Exchange Commission ("SEC") will not delay the effective date for Regulation Best Interest ("Reg BI") or the Form CRS Relationship Summary ("Form CRS"). In this alert, we'll discuss what Reg BI really means for producers, along with the latest SEC implementation guidance.

- **WHEN:** New rules will go into effect on June 30, 2020
- **WHO:** Producers who are registered representatives of broker-dealers
- **WHAT:** New procedures when recommending securities to retail customers

[Click here](#) to read more.

Upcoming Webinars: Register Today

- **Multiline Series: Part IV: How to Close Business and Series Wrap Up** | Monday, June 8 | 11:00 a.m. EDT | [Register here](#)

We are all in uncharted waters together and people's attention is more divided than ever. Fortunately, building sales relationships is not just about one meeting or the short term. Join our experts for the last session of our multiline series to obtain practical advice on how to close business in a virtual world and how to still remain positive, even if your prospects stall in the pipeline.

- **PPP Loans: Changed Again and Yes, You Need to Know** | Tuesday, June 9 | 11:00 a.m. EDT | [Register here](#)

Last week the SBA released the long-awaited application to apply for PPP loan forgiveness. However, yesterday Congress approved legislation that made significant changes to the program. Get the latest with AALU/GAMA's experts on what you need to know for yourself and your clients.

- **You Ask, We Answer: PPP Loan Forgiveness & Application Process** | Tuesday, June 9 | 1:00 p.m. EDT | [Register here](#)

The "You Ask, We Answer" webinar series is a live, interactive experience hosted by AALU/GAMA experts to answer our members' questions about current hot topics. Join Josh Caron and Alex Cisneros as they answer your specific questions and help with challenges you're facing regarding your loan through the Paycheck Protection Program (PPP).

- **Will COVID-19 Produce a Political Earthquake?** | Wednesday, June 10 | 11:00 a.m. EDT | [Register here](#)

The vast effects of COVID 19 are evident not only in our society, cultural norms, and health, but also our personal and community economics. However, these effects are not universally shared; quite to the contrary, the impact it is having on one's family, job, and daily life is heavily dependent on geography, race, and economic standing. The popularized notion of living in a bubble of one's own curated reality has calcified through the stay at home

phase of COVID-19 response.

How will it affect the election? How are the politics translating into our government now? Join Josh Holmes, President of Cavalry and former Chief of Staff to Senate Majority Leader Mitch McConnell (R-KY), and AALU/GAMA's Armstrong Robinson, VP of Legislative Affairs, to find out what is coming next from D.C. and what the future holds for you and your clients.

- **Underwriting Series: Part III: Flash Forward** | Thursday, June 11 | 1:00 p.m. EDT | [Register here](#)

What is the Future of Life Insurance Underwriting in a post COVID-19 World? Join Gonzalo Garcia of AgencyONE, Colin Devine of C. Devine and Associates & Health Catalyst Capital, and Trey Reynolds of MIB Group Inc. in a thought-provoking conversation around what to expect in the coming months. These experts will discuss how agents and advisors are more important than ever as they guide clients through these unprecedented times and beyond.

- **Recruiting Series Capstone Event: Make Research Relevant** | Thursday, June 25 | 11:00 a.m. EDT | [Register here](#)

Bring your questions for Ed Deutschlander, CEO of North Star Resource Group, as we discuss how the best practices highlighted in the research pertain to your recruiting work in a socially distant world. You'll walk away with practical tips from a recruiting master.

On-Demand: Recent Webinars

- **Multiline Series: Part III: How to Build Trust and Confidence Virtually** | [Watch here](#)
- **Creating a High-Impact Recruiting Culture** | [Watch here](#)

- **You Ask, We Answer: PPP Loan Forgiveness & Application Process** (*Members Only*) | [Watch here](#)

ICYMI: New Unified Website for AALU/GAMA

Yesterday, we announced the launch of our [new unified website](#) for AALU/GAMA. As a member, you have exclusive access to members-only content on the new website. Below are your unique login credentials.

Username: algibbons@algibbons.com

Password: unify3762

**Please note www.aalu.org and www.gamaweb.com are still operational. Please use the login information unique to those sites while accessing exclusive content. We appreciate your patience as the AALU/GAMA team works behind the scenes to debut one new, unified website in September 2020.*

Please continue to visit the [AALU/GAMA COVID-19 Action Center](#) for the latest updates on what's happening in Washington and how it impacts you. [Send us your feedback](#), ideas, and stories about your business or how you're helping your clients during this time.

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Our mailing address is:

AALU/GAMA
101 Constitution Avenue
Suite 703 East
Washington, D.C. 20001