

Navigating The Crisis Together

News You Can Use

April 17, 2020

Throughout the past few weeks, we have all been learning to adjust to uncertainty, as lawmakers in Washington have been working around the clock to produce legislation to curb the economic impact of the coronavirus. With our new normal becoming clearer every day, it's time for our profession to shift from navigating the crisis, to Navigating The Now. This new series from AALU/GAMA, kicking off next week, will focus on giving you best practices and advisor-to-advisor advice to run your businesses and provide for your clients in today's new world.

Update: Paycheck Protection Program Status

We continue to analyze the various relief packages provided by the federal government, guiding you on what makes the most sense for your situation or your clients.

According to recent news reporters, the Small Business Administration's (SBA) Paycheck Protection Program has exhausted its funds. Negotiators on Capitol Hill and in the Administration continue to negotiate providing additional funding to the program, and we are in touch with officials to determine how it affects those who have not yet received their loan and what it means for the program going forward.

We have included multiple pieces on the Paycheck Protection Program below and

encourage you to review them and plan for your business as we expect the funds to be replenished in the coming weeks.

Recent Videos

- **Stimulus Package: How Does it Work for Financial Advisors?** | [Watch here](#)

On Tuesday, the Treasury Department released new guidance on how independent contractors can take advantage of the stimulus package. We walked through this new guidance and answered questions specially for independent contractors on a webinar this week.

Upcoming Webinars

- **You Ask, We Answer** | Tuesday, April 21 | 1:00 p.m. EDT | [Register here](#)

We are excited to announce a new monthly webinar series, "**You Ask, We Answer**," where you can ask our experts any questions you have about the stimulus bill or discuss challenges you may be facing due to the crisis. We are limiting the number of registrants, so secure your spot today!

- **Navigating the Now: Insights with Congress** | Thursday, April 23 | 11:00 a.m. EDT | [Register here](#)

This is a members-only, AALU/GAMA opportunity for a behind-the-scenes look at the creation of the CARES Act, featuring Congressman Ron Estes (R-KS). You'll have the opportunity to send in your questions, thoughts, and ideas about the historic \$2 trillion economic stimulus package and hear Rep. Estes' predictions on what to expect next. Congressman Estes serves on the Ways and Means Committee and is working to keep people employed and small businesses open. Learn more about the future of funding for the

Paycheck Protection Program and other policy issues shaping the economy, now and in the future.

New Materials This Week

This week, we have developed new guides, analysis, and discussions to help you understand the various loan options and the future of business in this environment.

- **Advisor to Advisor: Retaining Your Business by Richard Weylman with Bonnie Godsmen** | [Watch here](#)

Join Richard Weylman, Chairman of the Weylman Consulting Group and AALU/GAMA Member, as he talks about “Retaining Your Business When This is Over- What to Say NOW and WHY.”

- **Which COVID Loans Or Tax Credits Are Right For My Business?** | [View here](#)

There are many programs available to assist small businesses during the COVID-19 crisis. AALU/GAMA has created a "meet and greet" so that you can learn about what is available and which applies to your unique practice.

- **Which Small Business COVID-19 Programs Can I Combine?** | [View here](#)

Depending on the needs of your small business, you may want to combine different programs to obtain the maximum benefit. Use this chart to help you understand which combinations are permissible.

- **WRMarketplace: Harnessing the Pandemic Pandemonium: Focus on Spousal Lifetime Access Trusts** | [Read here](#)

COVID-19 induced market turbulence has created an opportune environment for strategic asset transfer approaches but also has triggered fears of further market declines, leaving many clients wary of taking advantage of such

opportunities. Spousal Lifetime Access Trusts (“SLATs”) may be the answer.

- **ICYMI: The Paycheck Protection Program** | [Watch here](#)

Watch this short video, explaining the Paycheck Protection Program. This is a great tool to share with clients who want to know more about this program and how it can work for them.

New Insights

- **How COVID-19 is Impacting Campaigning and Fundraising** | From AALU/GAMA’s Emily Tavino | [Read here](#)

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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