

Keeping you on top of the most significant developments



Pulse

what you need to read

by AALU

January 2, 2020

REMINDER: The SECURE Act passed in December; Read About the Changes Coming

Read about changes brought about by the SECURE Act in this [article](#) by AALU counsel, Troutman Sanders.

Look for upcoming WR Marketplace analysis with more in-depth coverage of planning opportunities under the SECURE Act.

Wealth Transfer

Understand How the SECURE Act Impacts Wealth Transfer Strategies



How the SECURE Act Impacts Wealth Transfer Strategies

Lawyers from Chelsea, Shahinian, and Giantomasi discuss the SECURE Act's

implications and suggest some planning techniques to guide clients through the changes in this year's major retirement legislation.

[Read more >>](#)

Alternatives to the Stretch IRA

The Stretch IRA is no longer a planning option for beneficiaries inheriting IRAs after December 31, 2019. This *JD Supra* article discusses proactive planning alternatives to the Stretch IRA.

[Read more >>](#)

Roth IRAs Look Better Than Ever After SECURE Act's Passage

Leon LaBreque writes in *Forbes* that the SECURE Act opens up new opportunities to use the Roth IRA as an inter-generational planning tool.

[Read more >>](#)

Assets Under Management



What Divorcees Should Know About Claiming Social Security

This interview with Social Security expert Maria Mantell offers insights to guide divorced clients in claiming social security benefits based on a former spouse's work record and explores the tangled Social Security rules for divorcees.

[Read more >>](#)

Practice Management and Marketing



New Year's Resolutions for Practice Management

This *Think Advisor* article suggests eight New Year's resolutions to strengthen client relationships in 2020.

[Read more >>](#)

Using Retainer-Based Planning to Grow Your Client Base

This *Think Advisor* article explores the benefits of using a retainer-based compensation structure, including improving client outcomes, increasing the size of your practice, and generating efficiencies for a financing planning firm.

[Read more >>](#)

Business Insurance and Employee Benefits



Employers and Employees Should Consider Their Stock Options

Granting stock options to employees as a component of their overall compensation can help bridge that gap in a way that can prove economically efficient for both the employer and the employee.

[Read more >>](#)

Tax and Regulatory Development



SEC Seeks to Expand “Accredited Investor” Definition Expanding Access to Private Offerings

The SEC announced a new proposed rule to amend the current definition of “accredited investor” in a way that would expand the pool of investors eligible to invest in private offerings.

[Read more >>](#)

Upcoming Events

- **American College Webcast: A 2020 Tax and Regulatory Update for Financial Service Professionals** | January 8, 2020 | 2:00 PM ET | [Register Here](#)

AALU's Chris Morton and former AALU President Larry Raymond will join Steve Parrish for an American College webcast on the tax and regulatory updates as we enter into 2020. Steve Parrish, Adjunct Professor of Advanced Planning and Co-Director of the New York Life Center for Retirement Income, AALU's EVP of Government Affairs Chris Morton, and Larry Raymond, president of ABG of Michigan, will discuss recent legal changes and political issues that might affect financial service professionals and their clients, in particular, the SECURE Act. They will also review the 2019 legislative, regulatory and judicial activities and their affect going forward.

- **GAMA LAMP** | March 22-25, 2020 | Orlando, FL | [Register Here](#)
- **TRANSFORM 2020** | April 26-28, 2020 | Marriott Marquis | Washington, D.C. | [Register Today](#)



Mark your calendars!

Vote to establish our new organization representing the financial security profession starting **January 19!**

AALU GAMA

Ask Us Anything

Have a question or comment? Just reply to this email and send it our way.

Suggestions on content? We'd love to hear that too! Reply to this email to let us know your thoughts.

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We've updated our login process! If you haven't done so already, click [here](#) to reset your password by selecting *Forgot password*.

Questions?

Contact support@aalu.org

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