



# Pulse

what you need to read

by AALU

March 12, 2020

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## Wealth Transfer

### **Gifts Under the TCJA: Seize the Increased Basic Exclusion Amount**

In this *Tax Adviser* piece, Deloitte Tax's Alex Brosseau discusses strategies to take advantage of the temporarily-doubled estate and gift tax exemptions. He walks through several examples to deliver value for clients—including gifts to grantor trusts and donations to 529 plans.

[Read more >>](#)

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## Business Insurance and Employee Benefits



### The SECURE Act and Multiple Employer Plans: A Practical Summary

This *Faegre Drinker* analysis takes a deep dive on the new rules for multiple employer plans (MEPs) under the SECURE Act. The law establishes that pooled plan providers (PPPs) must operate the new open MEP plans, and this piece walks through the details of the new laws' provisions.

[Read more >>](#)

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### Beneficiary Designation Traps to Avoid

This Kiplinger analysis discusses three common pitfalls to avoid when designating beneficiaries, including failing to prepare for contingencies, as well as best practices for avoiding problems.

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## Assets Under Management



### The Retirement Panic Attack You Don't See Coming

The psychological disruption caused by the need to replace one's paycheck with a retirement check can be a stressful situation, even for those with sufficient retirement resources. In this *Forbes* analysis, AALU member Steve Parrish explains that taking some simple steps before a client retires can assure a steady stream of income that avoids overspending and provides peace of mind.

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### **No Stretch IRA? No Problem**

This *Investment News* analysis provides five reasons why the SECURE Act's elimination of the stretch IRA does not necessarily mean trouble for your client.

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## **Practice Management and Marketing**

### **From Compensation to Culture: How to Boost Engagement at Your Firm**

In this *Financial Planning* piece, consultant Kelli Cruz explains how a focus on culture and leadership, employee development, and compensation and benefits can boost engagement at advisory firms.

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## How Reframing Your Message Can Lead to Agreement

The *Wealth Management* analysis discusses the research showing that reframing messages with a focus on common ground can help lead to acceptance and agreement. It explains how advisors can use this approach productively with clients and colleagues.

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## Tax and Regulatory Development



### SEC Plans Step-Up of Reg BI Enforcement

The SEC will begin taking a hard look at how the new Regulation Best Interest is informing the product recommendations that brokers make early next year, significantly ramping up enforcement from the implementation exams that will begin when the rule is effective on June 30.

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### Series Trusts Are in SEC's Exam Crosshairs

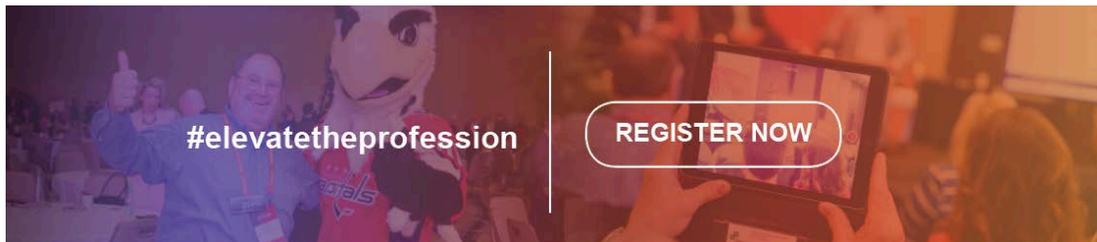
The SEC said it will be taking a close look at the disclosures, processes, and risk controls around series trusts—trusts that provide back-office services to funds sponsored by other entities.

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## Upcoming Events

- **TRANSFORM 2020** | April 26-28, 2020 | Marriott Marquis | Washington, D.C. | [Register Today](#)
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Questions?

Contact [support@aalu.org](mailto:support@aalu.org)

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