

COVID-19: Navigating the Now



News You Can Use May 15, 2020

PPP Loans: The Latest Guidance

We've received a number of questions about the PPP lending program over the last couple of weeks, and government agencies continue to issue guidance with additional details on the program. Below are the latest updates:

- On Wednesday, the Treasury and SBA issued guidance that borrowers who received a PPP loan of **less than \$2 million** will be considered to have the required certification concerning the necessity of the loan in good-faith.
- The PPP loans will have to be disclosed publicly at some point. There will be audits, and the SBA will seek repayment from borrowers that do not meet the required certification. If the borrower repays the loan after receiving notification from the SBA for not meeting the required certification, SBA will not pursue administrative enforcements or referrals to law enforcement agencies.
- Counsel recommends borrowers write a memo to the file to document the need for the loan, including the point that but for the loan, employees would have been laid off.
- The SEC has recently released guidelines that may compel Registered Investment Advisors who receive a PPP loan disclose that information to their clients on their ADV form. AALU/GAMA continues to review this development with counsel and partners and will provide you with additional guidance. You can read more about this [here](#).

- The SEC has written to public companies that have taken out PPP loans, asking them to show proof that they 1) qualified for the loan and 2) provided the same information to both lenders and investors. One SEC source said the request for information was voluntary.

Review the [full Treasury and SBA guidance here](#) and visit the AALU/GAMA [COVID-19 Action Center](#) for additional PPP resources.

Online Test Delivery Service Launch Date Postponed

FINRA and NASAA announced earlier this month their plan to launch an online test delivery service on May 24, 2020 for the Securities Industry Essentials (SIE), Series 6, Series 7, Series 63, Series 65, and Series 66 exams. This week FINRA announced that additional time is necessary before the service is live and online appointment scheduling is available to all candidates and firms. All enrollment windows that are currently expired, or will expire, between March 16 and June 2020 have been extended through June 30, 2020. FINRA said it will communicate an anticipated launch date in the near future.

Upcoming Webinars: Register Today

- **Navigating the Now: Insights with Congress** | Wednesday, May 20 | 2:00 p.m. EDT | [Register here](#)

This is a behind-the-scenes look at the creation of the CARES and HEROES acts, featuring House Ways and Means Committee member Congresswoman Stephanie Murphy (D-FL). Hear Congresswoman Murphy's exclusive insight as she highlights the provision (Employee Retention Tax Credit) she championed and discusses the path forward towards bi-partisan agreement on further stimulus packages. You'll have the opportunity to send in your questions, thoughts, and ideas. **This webinar is open to all members of the profession.**

- **Multiline Webinar Series** | May 18 - June 12 | Mondays at 11:00 a.m. EDT | [Register here](#)

AALU/GAMA is excited to launch a new series, dedicated to help the multiline community navigate the now and continue to grow their businesses. Join us for this [four-part webinar series](#) at no cost.

Beginning on May 18 and running through June 12, the following topics will be tackled in separate, one-hour sessions on Mondays at 11:00 a.m.:

- Serving Your Current Clients
 - How to Find and Reach Out to New Prospects
 - How to Build Trust and Confidence Virtually
 - The Right Follow Up
- **Embracing the Accelerated Life Insurance Underwriting Process |**
Thursday, May 21 | 1:00 p.m. EDT | [Register here](#)

Last month, we discussed how accelerated underwriting for life insurance is on the fast track due to COVID-19. Join us for the second installation of our [Underwriting Series](#) as Gonzalo Garcia of AgencyONE hosts a moderated discussion between Susan Ghalili of John Hancock, Jessica Caracofe of AgencyONE, and David Appel of Appel Advisors. These experts will walk through a series of unique cases that they have completed over the past two months and discuss what challenges they faced. We will see how they have navigated these challenges by using new technologies available to the underwriting profession.

New Resources

- **WR Marketplace: Free Fallin' – Plummeting Interest Rates Create Opportunities During Turbulent Times |** [Read here](#)

With economic uncertainty stemming from the COVID-19 pandemic, federal interest rates have plummeted to historic lows, providing clients with a unique opportunity for various interest-rate based wealth transfer planning strategies. This analysis focuses planning approaches tied to certain statutory monthly hurdle rates published by the IRS, including the use of intra-family loans,

grantor trust installment sales, GRATs, and CLATs.

- **I Got My PPP Loan. Now What?** | [Read here](#)

Use this guide below to help you put your PPP loan to use. If for whatever reason you decide you do not want to keep the funds, the deadline to return them is May 14, 2020.

Coming Soon: New AALU/GAMA Foundation White Paper

- **Creating a High-Impact Recruiting Culture: Best Practices to Attract, Recruit, and Select Top Performers** | May 19

Stay tuned for the release of the next AALU/GAMA Foundation White Paper, *Creating a High-Impact Recruiting Culture: Best Practices to Attract, Recruit, and Select Top Performers*. Throughout the report, you will find strategies and tools from top-performing field leaders, questions that you can use to lead discussions with your team, and an in-depth look at the three best practices for creating a high-impact recruiting culture identified in the 2018 *Building a High-Performance Business* research.

ICYMI: Recent Webinars

- **You Ask, We Answer: My PPP Loan Was Approved – Now What?**
(*Members Only*) | [Watch 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. In this edition, Armstrong Robinson and Josh Caron answer questions and help with challenges you’re facing regarding your loan through the Paycheck Protection Program (PPP).

- **PPP Loans – To Keep or Not to Keep** | [Watch here](#)

The SEC has recently released guidelines that may compel Registered Investment Advisors who receive a PPP loan to disclose that information to their clients on their ADV form.

Armstrong Robinson, AALU/GAMA's Vice President of Legislative Affairs and Bridget McNamara-Fenesy, M Financial's President and CEO of M Holdings Securities address all of these issues in this webinar to help you determine whether or not you keep it or return it by the May 14 deadline.

- **Insights from The American College of Financial Services: Innovation, New Learning Opportunities & Ethics** | [Watch here](#)

In this webinar, George Nichols, President and CEO of The American College of Financial Service, and AALU/GAMA CEO Marc Cadin lead a thought provoking conversation about how technology innovations are improving advisor education and how The College is proactively working to build resources for the profession and raise ethical standards.

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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