



### **4-Hour DOL Fiduciary Compliance Workshop to be Offered in Florida**

In order to assist financial advisors in understanding and complying with the new Fiduciary Rule as promulgated by the U.S. Department of Labor, NAIFA-Florida will be offering an in-depth, four-hour workshop in various Florida locations this fall, according to NAIFA-Florida CEO Tom Ashley.

**“Serving Your Clients with Fiduciary Compliance”**, compiled and written by NAIFA specifically for NAIFA members will help advisors learn fiduciary compliance while serving the needs of their clients.

In April 2016, the Department of Labor issued final regulations, over 1,000 pages, regarding the necessary duties and obligations of both the advisors working with qualified plans and IRAs and the financial institutions providing products and supervision of those advisors.

“This workshop will help advisors understand the requirements of the new rule from the Department of Labor and will discuss implementation of those requirements so that advisors can be compliant while best serving the needs of their clients,” said Ashley.

Utilizing NAIFA-trained moderators and a comprehensive student workbook, the workshop will instruct advisors on how to define their roles and responsibilities as fiduciaries. It will also explain specific provisions in the rule, including the Best Interest Contract (BIC) Exemption and Prohibited Transaction Exemption (PTE) 84-24 requirements.

Using case studies and interactive exercises, the course will also provide strategies and tactics for identifying clients’ goals, objectives, risk tolerance, time horizons, expected outcomes and other details necessary to comply with the rule. The workshop will help advisors develop client-stewardship attributes required of fiduciary advisors.

Specifically, the workshop will help advisors:

- 1) Understand the Department of Labor objectives and details surrounding the new ruling which requires advisors and their financial institutions to acknowledge fiduciary duties and obligations by applying a best-interest standard including assuring compensation to advisors is reasonable and conflicts are disclosed.
- 2) Define a decision-making process which provides clear guidance to practical, readily identifiable, and easily adaptable steps which support the requirements of the Department of Labor’s re-proposed fiduciary standard of care.
- 3) Identify the stewardship attributes that are essential to an understanding of the advisor’s role as a fiduciary.
- 4) Learn best practices and skills associated with a procedurally-prudent investment process.

“Every financial advisor and agent who works in the retirement planning arena should take this workshop in order to fully understand and comply with the DOL’s fiduciary rule. NAIFA has done an outstanding job in creating and providing this quality, comprehensive resource,” said Ashley.

Workshop locations and dates will be announced as they are finalized. Check the NAIFA-Florida website ([naifa-florida.org](http://naifa-florida.org)) for details or watch for communications from NAIFA-Florida. Cost of the workshop, which includes all materials, is \$195 for NAIFA members and \$295 for non-members.

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