Policy: IRA Rollovers

See iAnalyze for specific information on your accounts

IRA rollovers are subject to the Best Interest and Impartial Conduct Standards as of June 9, 2017. This has created a heightened sensitivity for the need to address recommendations to customers to effect rollovers.

The existing policy for IRA rollovers from Cetera Financial Group, which is still in effect, allows advisors to solicit rollovers in most cases, with clients receiving a disclosure document describing rollovers at the time the IRA was established, but not necessarily at time of funding. (Note: certain rollovers were prohibited in cases involving Title I plans where the advisor provides participant-level advice.)

Cetera Financial Group Policy is still evolving in light of the uncertainty surrounding the DOL Rule. We will continue to monitor the Rule and implement policies as required to comply with all aspects of the Rule. The IRA Rollovers Policy will be instituted as follows:

Policy Effective Date: October 1, 2017:

- Advisors may continue to recommend rollovers, but must deliver a newly created educational brochure, "Things to Consider before Making an IRA Rollover." *Note: currently, the brochure must be delivered in printed form, not by electronic delivery.*
- Advisors will be required to maintain evidence that they gave the client the brochure, either using the new "Things to Consider before Making an IRA Rollover **Attestation**" form (available in the iAnalyze Resource Library, or through the forms section of your firm's broker-dealer website), or through new account opening document(s).
- All existing requirements for IRA rollovers also still apply.

Subsequent Evaluation

Cetera Financial Group plans to reevaluate the policy in three to six months to incorporate any additional delay in implementation dates for the DOL rule, the evolution of industry standards, and the availability of other solutions for IRA rollovers.

Deadlines for Compliance

All IRA rollovers are subject to the Best Interest and Impartial Conduct standards effective June 9, 2017. Cetera Financial Group's policy will be implemented as outlined above.