

DOL Preparedness Survey

1. How confident are you that your firm is prepared for the June 9, DOL Fiduciary Transition Period?

Extremely Confident	<input type="text"/>
Somewhat Confident	<input type="text"/>
Don't Know	<input type="text"/>
Somewhat Concerned	<input type="text"/>
Extremely Concerned	<input type="text"/>

2. To what degree do you feel your business will be impacted?

Significant Decrease	<input type="text"/>
Some Decrease	<input type="text"/>
No Impact	<input type="text"/>
Some Increase	<input type="text"/>
Significant Increase	<input type="text"/>

3. To what do you attribute the impact?

Product Offerings	<input type="text"/>
Loss of Clients	<input type="text"/>
Loss of Markets	<input type="text"/>
Reduction of Compensation	<input type="text"/>
Changing of Business Practices	<input type="text"/>
Other	<input type="text"/>

4. What communications has your firm had with you concerning the DOL Fiduciary Rule?

Significant	<input type="text"/>
Some	<input type="text"/>
None	<input type="text"/>

5. How comfortable are you with your knowledge of the DOL Fiduciary Rule and what is expected of you?

Very Comfortable	<input type="text"/>
Somewhat Comfortable	<input type="text"/>
Very Uncomfortable	<input type="text"/>

6. Under the DOL Rule you must receive training on the Rule, Policies and Procedures. How will you receive that?

Firm will provide	<input type="text"/>
Agent will find and complete	<input type="text"/>
Don't know	<input type="text"/>

7. Under the "Prudent Man" rule of a Fiduciary, one must act with the care, skill, prudence and diligence of someone in that field. What training has your firm provided or are you lacking?

	Firm Provided	Need
Annuity Basics		
Index Annuities		
IRAs		
Retirement Plan Distributions		
Qualified Plans		
Life Insurance Concepts		
Section 72 Annuity Taxation		
Social Security		
Retirement Planning		
Selling to Seniors		

8. Under the DOL Fiduciary Rule, compensation must be reasonable. Therefore all firms must compensate their agents similarly. Agents will now be looking for other values to be provided to them. What value adds does your firm currently provide for you or would you like to have?

	Firm Provided	Desired
Designation Support		
Succession Planning		
New Markets Training		
Sales and Prospecting Ideas		
Marketing Strategies and Support		
Advanced Markets Support		
Team Selling Support		
Software Support		
Business Planning		
Market Segmentation		
Seminars		
Coaching and Mentoring Programs		
Compliance Support		
Website and Social Media Support		

9. How does your business break down by percentage:

Annuities	Total:	
Fixed		
Index		
Variable		
Life Insurance	Total:	
Term		
Whole Life		
Universal		
Variable		
Disability Income		
Long Term Care		
Mutual Funds		
Investments (Series 7)		
Planning Fees		
Health Insurance		
Other		