

September 2021 Study Questions

Journal of Financial Planning

1. [COVER STORY](#): Under the DOL's new fiduciary rule, most rollover recommendations would be considered fiduciary advice. How does Prohibited Transaction Exemption 2020-02 apply to your practice?
2. [PRACTICE MANAGEMENT](#): Tim Jager argues that financial planners can use their CRM system more efficiently by treating it like a business intelligence tool instead of a contact management system. What data does your CRM already collect that can tell you more about your business? What changes can you make to the type of data you collect or the way you collect it to make better decisions about your practice?
3. [LONGEVITY COLUMN](#): Chris Heye notes that longevity risk is the risk that an individual might outlive their savings, while life-stage risks arise at different points in a client's life. How are you evaluating your clients' life-stage risks, and what strategies are you using to address them?
4. [SPECIAL REPORT](#): Planners can help their higher-income clients avoid or significantly reduce their Medicare premiums when they first retire, according to Greg Geisler. How many of your clients can take advantage of this opportunity using the strategy Geisler outlined?
5. [RESEARCH](#): Many current retirees may not have anticipated the effects of housing bubbles and low interest rates on their property taxes, according to Mark Schaub and H. Banker Phares. What strategies are you using to manage these unforeseen pressures on retirement savings?

Next Generation Planner

1. [FEATURED ARTICLE](#): Susan Bradley recommends that when deciding whether to pursue a professional designation, planners should think about the community and opportunities to connect with peers who share that designation. How important is it to you to be part of a professional community?
2. [MY CAREER PATH](#): Andrew Komarow encourages planners to consider the ongoing renewal requirements of designations, the potential credibility with clients and the value of the education provided. What are the most important criteria for you when you're deciding whether to obtain a new designation?
3. [YAFPNW](#): Kevin Mahoney developed a business model that lets him serve millennial clients with more narrow needs than older clients. Have you segmented your operations to serve different groups of clients with more specific needs? How did you segment those client groups?