

Distributors Solicit Shops' Aid to Address Compensation Concerns

April 16, 2020



Distributors are calling upon shops to help them address issues that can arise from sales arrangements that result in brokers' being paid more to push certain products over others, Finra says.

Finra last week outlined several steps that broker-dealers have taken to mitigate conflicts of interest that may be inherent in their sales processes. Regulation Best Interest, which will create a standard of conduct for broker-dealers around such processes, becomes enforceable on June 30.

Foreside's Mark Alcaide, Senior Managing Director, Consulting, provided commentary on how funds can better stand out from their peers by offering products that are distinct from their competitors. Read Mark's full comments in Ignites [HERE](#).