Delaware Life | Delaware Life Income Planning Institute℠

Delaware Life client seminar topics

Below are the client seminars offered by the Delaware Life National Sales Consulting Team:

- **Social Security: Making the right choice**
- **Medicare: Knowing the right decision**
- **The tax journey: Accumulation to wealth transfer**
- **Key estate planning steps for everyone**
- **Family conversations: A guide to multigenerational planning**
- **Saving for Retirement: IRA need-to-knows**
- **Stay Calm and Carry On: The Known Secrets of Investment Success**
- **Beware of Cyber Crimes**
- **Fraud, Scam, Exploitation: Strategies for Recognition and Protection**

Customizable resources to support your client events:

- Articles
- Flyers
- Invitations
- Emails

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About National Sales Consulting (NSC)

The NSC Team provides advanced sales and planning expertise on a variety of income, tax, estate, and financial planning topics, along with actionable ideas and resources for effective client engagement. They also consult on business development topics including sales training, team building, and leadership development. Their workshops offer valuable education and their practice management strategies help simplify complex planning issues for clients. The team's objective is to help financial professionals be successful and create a competitive advantage.

About Delaware Life

We've made it our mission to deliver value and results to everyone we work with by:

- Building our client-focused products with straightforward features, appealing indexes, and reasonable fees—plain and simple.
- Making products available to knowledgeable financial representatives who deliver those products with clarity and integrity to help clients make smart decisions to protect their savings and build for the future.
- Creating a seamless, accurate service experience you can rely on from the first moment you contact us.

For more information conducting a client event, please contact your local Delaware Life regional vice president or the Delaware Life National Sales Consulting Team at:

- **844.DEL.SALE (844.335.7253)**
- **SalesSupport@DLMarketing.com**

Visit the Delaware Life Income Planning Institute℠ website at advisors.delawarelife.com. (First-time visitors will be asked to register.)

delawarelife.com

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