

## Are you the “financial closer” for your clients?

Helping client families navigate challenging situations is one way you can cement your status as the go-to person they can depend on when times get tough.

As a pitcher for the New York Yankees, Mariano Rivera earned his reputation as the best “closer” in Major League Baseball, because he consistently stepped up for his team when it mattered most.

Not many of us will ever achieve “closer” status in the big leagues. But as a financial professional, you can be the “financial closer” for your clients and their families during some of life’s darkest moments.

They could be struggling to provide care for an aging loved one ... trying to navigate estate plans ... or working through processes after the death of a family member ...

No matter what they face, you can step up and be the person they turn to during financial crisis situations.

**The FREE “Helping Client Families Navigate Challenging Situations” Toolkit can assist with 11 Guides and Tools to help your clients or their families through a crisis.**



To request your **FREE Toolkit**, call the Sammons Retirement Solutions Sales Desk at 855-624-0201 or visit [my.srslivewell.com/57517](http://my.srslivewell.com/57517).

***As independent financial professionals, it is up to you to choose whether any of the sales concepts contained in these materials might be appropriate for use with your particular sales strategy and clients. Please note that Sammons Retirement Solutions® does not require you to use any of these sales concepts; they are resources that can be used at your option for your own individualized sales presentations if appropriate for the particular client and circumstances.***

**You must be a Registered Representative and your Broker/Dealer must have an agreement with Sammons Financial Network®, LLC., member FINRA, in order to receive materials.**

Securities distributed by Sammons Financial Network®, LLC., member [FINRA](#). Insurance products are issued by Midland National® Life Insurance Company (West Des Moines, IA). Sammons Institutional Group®, Inc. provides administrative services. Sammons Financial Network®, LLC., Midland National® Life Insurance Company, and Sammons Institutional Group®, Inc. are wholly owned subsidiaries of Sammons® Financial Group, Inc. Sammons Retirement Solutions® is a division of Sammons Institutional Group®, Inc.

Sammons Institutional Group®, Inc. and Sammons Financial Network®, LLC., member [FINRA](#), do not give tax, legal, or investment advice. Please have your client consult with and rely on their own tax, legal, or investment professional(s). Taxes are payable upon withdrawal of funds, and a 10% IRS penalty may apply to withdrawals prior to age 59½.

**NOT FDIC/NCUA INSURED, MAY LOSE VALUE INCLUDING LOSS OF PRINCIPAL, NO BANK/CU GUARANTEE, NOT A DEPOSIT, NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY.**

3140778

36755R      **FOR INSTITUTIONAL USE ONLY. NOT INTENDED FOR CONSUMER SOLICITATION PURPOSES.**      PRT 10-23