SALES BUILDER

Planning Ideas for Your Clients

CLIENT IMPACT | WEALTH + HEALTH

5 REASONS WHY WEALTH + HEALTH CAN HAVE A POSITIVE IMPACT ON YOUR BOOK OF BUSINESS AND A DIFFERENCE IN YOUR CLIENTS' LIVES.

STEP 1	**VALUE BEYOND ASSET MANAGEMENT** Expanding client conversations to capture holistic view of their life can help grow your business opportunities to include an expanded array of product and service offerings.
STEP 2	**DIFFERENTIATION** Shaping client conversations around the nexus of wealth + health can help you stand apart from other financial professionals.
STEP 3	**REVIVING RELATIONSHIPS** Refreshing your sales approach to include wealth + health insights can help re-establish lagging relationships, and enable you to build stronger long-term relationships.
STEP 4	**CLIENT KNOWLEDGE** Empowering clients with wealth + health's holistic approach can lead to healthier habits and help them live better today while worrying less about tomorrow.
STEP 5	**LONG-TERM VALUE FOR YOU AND YOUR CLIENT** Since healthier, more financially secure clients tend to live longer, you can be assured your clients have a partner who will provide the guidance they need as their life stages evolve.

For more information contact your local AIMCOR member agency or visit www.aimcorgroup.com