

The Powerful Impact of Teaming



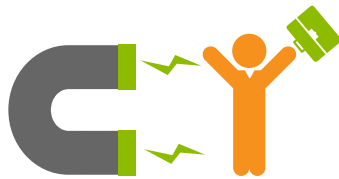
“I started out in a team, and it has been invaluable, since you learn everyone else’s styles and build your own approach.”

BANK FINANCIAL ADVISOR, AGE 32

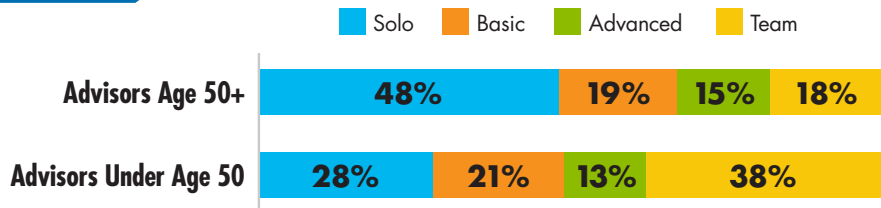
A team-based model can create an environment that fosters success. Financial professionals (FPs) aged 40 and younger are eager for more support. They place a high value on hands-on training. No longer can one FP “do it all.”

A TEAM-BASED APPROACH CAN:

1 Help attract and retain new talent

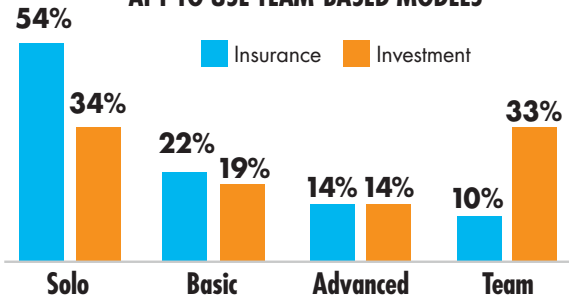


TEAM-BASED PRACTICES ARE BECOMING MORE PREVALENT

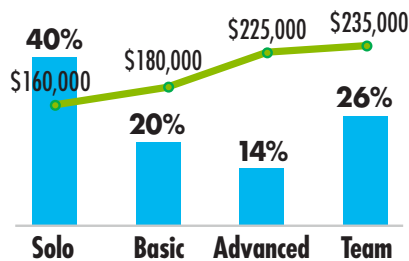


2 Expand capacity

INVESTMENT-ORIENTED PRACTICES ARE MORE APT TO USE TEAM-BASED MODELS



TEAMING CAN YIELD HIGHER AVERAGE INCOMES FOR FPs



PRACTICE MODELS

- SOLO:** One administrative support person
- BASIC:** Access to multiple support staff
- ADVANCED:** Access to basic support and more advanced support (such as product specialists)
- TEAM:** Share some or all clients, expenses, and revenue with fellow FPs

3 Address business continuity and succession planning needs

“As younger people are recruited into this space, they should be connected with an existing team of professionals to mentor them, which they would be willing to do if they are “training” their future buyers.”

INDEPENDENT FINANCIAL ADVISOR, AGE 58



¹Financial professionals (FPs) include financial advisors and life insurance agents.

²Delivering on the Promise, LIMRA, 2015.

Based on a LIMRA survey of almost 900 financial professionals. To learn more, contact Laura Murach at lmurach@limra.com.

