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Ready. Aim. Retire.

EBA Webinar Available Online

Our recent webinar, How to Profit from Selling Small Retirement Plans, featuring RMS' Mike Ziccardi and Stadion's Tim McCabe and hosted by Employee Benefit Adviser, is now archived online.

Click here to access the webinar.

The webinar will be available online for a limited time. Feel free to pass along the content to any of your colleagues. (Note: you may be asked to register to access the webinar. Registration is free.)

Overview

Many advisors avoid selling retirement plans to plan sponsors with less than $20 million in assets due to the high costs associated with recordkeeping, fund selection, participant communications and other administrative tasks. View this webinar on how you can tap into this large, under-served market with a greater opportunity to improve profits without sacrificing efficiency.

FOCLpoint Now Available to Advisors of Record

You asked. We delivered. Advisors of record now can access their clients' information on FOCLpoint – Mutual of Omaha's secure, online repository for plan documents. Advisors automatically will be granted access for all new plans that elect to utilize FOCLpoint. If you would like access to an existing plan's information, please e-mail planinstallation@mutualofomaha.com.

New Brochure Communicates Financial Strength

A new brochure is available to share with your plan sponsors. "Strong. Stable. Secure." provides detailed information about Mutual of Omaha's current financial strength and stability. This piece replaces Mutual's 2009 annual report. Please call or e-mail me to order printed copies.

401(k) Sales Made Easy

Retirement plans are complex. Selling and servicing them doesn't have to be. As an advisor, all you need to do is identify opportunities and build client relationships. We'll do the rest.

We provide one-on-one guidance and support throughout the entire sales process. In addition, we also can show you how to be more efficient, add greater value to your clients and grow your retirement plans business. Give me a call today to learn more.

Coming Next Month… *The Arrow* Becomes a Blog

The Arrow newsletter is getting a makeover. Beginning next month, our new blog format will feature the same types of articles you rely upon to help you stay ahead of the competition, with added functionality – including the ability to read *The Arrow* on your mobile device.

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Retirement Marketing Solutions, Inc. (RMS) is a national wholesaling organization that specializes in retirement products. With seasoned retirement experts located across the U.S., RMS provides sales support, proposal generation, education, enrollment support and ongoing services to independent brokers and advisors. RMS works diligently to develop relationships with select providers to secure quality products and competitive pricing arrangements on behalf of those who sell the products.

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Investment options are offered through a group variable annuity contract (Forms 902-GAQC-09 or 902-GAQC-09(OR) or 901-GAQC-07 or 901-GAQC-07(OR)) underwritten by United of Omaha Life Insurance Company for contracts issued in all states except New York. United of Omaha Life Insurance Company is not licensed in New York. In New York, Companion Life Insurance Company, Hauppauge, NY underwrites the group variable annuity (Form 900-GAQC-07(NY)). Each company accepts full responsibility for each of their respective contractual obligations under the contract but does not guarantee any contributions or investment returns except as to the Guaranteed Account and the Lifetime Guaranteed Income Account as provided under the contract. Neither United of Omaha, Companion Life Insurance, nor their representatives or affiliates offers investment advice in connection with the contract.

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