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## **AXA Equitable To Help Advisors Build a 'Retirement Income Planning Practices'**

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By Editor Test      *Wed, Jan 20, 2010*

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*The program, which combines live presentations with self-study materials, is approved for continuing professional education credit in 49 states.*

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AXA Distributors, LLC, the annuity wholesale distribution unit of AXA Equitable Life Insurance Company, has created a comprehensive retirement income planning curriculum for financial professionals.

The program, which combines live presentations with self-study materials, is approved for continuing professional education credit in 49 states.

Central to the curriculum is a step-by-step guidebook for financial professionals entitled "Cracking the Code: Unlock the Secrets of Retirement Income Planning." Written by a team at AXA Distributors Advanced Markets, "Cracking the Code" is a manual for building a retirement planning practice. It explains:

- How personal savings fit into a retirement strategy
- The mechanics of Social Security and Medicare
- IRA planning strategies
- Ways to mitigate risk by evaluating and constructing different income distribution methods and strategies
- Practice management, from establishing a retirement income planning dialogue with clients, to choosing a time-saving technology platform to developing effective marketing strategies.

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