
ING Financial Partners to help advisors grow their decumulation business

By Editor Test *Mon, Nov 5, 2012*

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ING Financial Partners, the broker-dealer of ING U.S., has launched a new practice management program to help financial advisors grow the retirement income side of their business.

The program, which rolled out in early October, is available to more than 1,400 financial advisors in the ING Financial Partners Network, according to an ING release. Marcia Mantell, a retirement income consultant, has helped develop the program.

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The scripted, 20-minute seminars address relevant topics, including health care, longevity risk, budgeting, lifetime income and financial risks. They are organized into modules that offer flexibility and enable customization for each audience's needs.

If a client is concerned about health care, a financial advisor can start with the pre-retiree seminar that focuses on Medicare and potential health care costs.

The program also provides a resource guide for financial advisors and detailed training sessions, along with advice on identifying likely clients. A study by the ING Retirement Research Institute found that 86% of consumers say they need help determining how long their savings will last in retirement.