**Maximizing Social Security and Medicare Benefits**

One of the most important decisions you can make concerning retirement is how and when to claim Social Security. There are many different ways to do it; we'll look at different options and see how different strategies affect retirement income.

In this webinar we will cover:

* Understanding the essentials for social security analysis
* How different strategies for taking Social Security affect the need
* Building an effective and powerful presentation
* Backing up your recommendation with education

**Issues in Long-Term Care Planning**

**Long-term care insurance can be a complex topic with clients as there are many different kinds of long-term care policies with many options. We’ll take a look at the common design features in a long-term care policy and look at some of the common issues that can arise when discussing LTC policies such as cost and taxation.**

In this webinar we will cover:

* What are the common design features of a Long Term Care Insurance policy?
* What are some some options with Long Term Care Insurance?
* What are the tax advantages of Long Term Care Insurance?
* Building an effective and powerful presentation
* Backing up your recommendation with education

**The Right Annuity Mix for your Client in Retirement**

**Whether annuities should be part of a client’s retirement plan is often just the beginning of a conversation. There are many different types of annuities for different needs in retirement. We’ll take a look at the different kinds of annuities as well as other issues such as the timing of distributions, taxation and riders**

In this webinar we will cover:

* The different kinds of annuities available and where they fit
* Taxation issues
* Hybrid annuities
* Building an effective and powerful presentation
* Backing up your recommendation with education