**Advising Small Business Owners on Business Continuation Issues**

Small business presents a wealth of opportunity to producers and advisors with the drive to succeed in this highly dynamic market. With roughly 5.8 million businesses in the United States today, 79 percent with fewer than 10 employees, opportunities are virtually limitless. Business continuation is always a big concern with small business owners and we will discuss important topics such as business life insurance, key person insurance, buy sell agreements and disability insurance

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.

Join us on Thursday, May 28th at

12:00 PM PST/2:00 PM CST/3:00 PM EST

As The National Underwriter Company and Advisys discuss
“What Advisors Need to Know About Long-Term Care Planning”

In this webinar we will cover:
• What are the…[Read more](https://attendee.gotowebinar.com/register/3513424901069560578)

Advising small businesses can be a complex topic and we will discuss various aspects of business continuation in this webinar.

Join us on Tuesday, June 9 at

12:00 PM PST/2:00 PM CST/3:00 PM EST

As The National Underwriter Company and Advisys discuss
“Advising Small Business Owners on Business Continuation Issues”

In this webinar we will cover:
• What should be considered when drafting a business continuation plan?
• What are some options with Key Person Insurance?
• What are some of the different kinds of buy sell agreements?

* How important is disability insurance?

• Building an effective, powerful, and personalized client presentation

Richard H. Cline, J.D., is the Managing Editor for tax and financial content at the Professional Publishing Division at The National Underwriter Company. He is responsible for both the print and online versions of Tax Facts, as well as developing new tax products for customers. Rick has over 25 years of tax editing and publishing experience.

Ron Smith, is the Vice President of Product Design at Advisys. He is responsible for delivering a consistently high quality customer experience with Advisys’ products and services. Recognized by the industry as an expert in financial planning systems, Ron served 20 years as Vice President of Product Management for Financial Profiles before joining Advisys.

You Ask. NUAnswers.

NUAnswers is the one-stop, online resource that provides everything you need to explain even the most difficult financial planning concepts to your clients in a clear, easily understood format.

By combining the expert-authored tax and retirement information from National Underwriter’s industry-leading publications with the highly effective client presentations from Advisys’ Back Room Technician, NUAnswers powers your retirement planning presentations with concepts to your clients in a clear, easily understood format.

You have nothing to lose; the webinar is free.

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