



# How to Sell Disability Income Insurance: Your Guide to Becoming a Top Producer in a Revitalized Market

*Jeff Sadler*

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## **How to Sell Disability Income Insurance: Your Guide to Becoming a Top Producer in a Revitalized Market** Jeff Sadler

The key to better serving clients while increasing sales in the disability insurance market. Learn how to teach your clients about the options available, determine their needs, and choose products to meet those needs. Show your clients that they need more disability income protection than an employer can provide.

Present disability income coverage as a wealth preservation vehicle.

Explain Social Security and Worker's Compensation limited disability income protection.

Build the bridge to future long-term care sales.



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