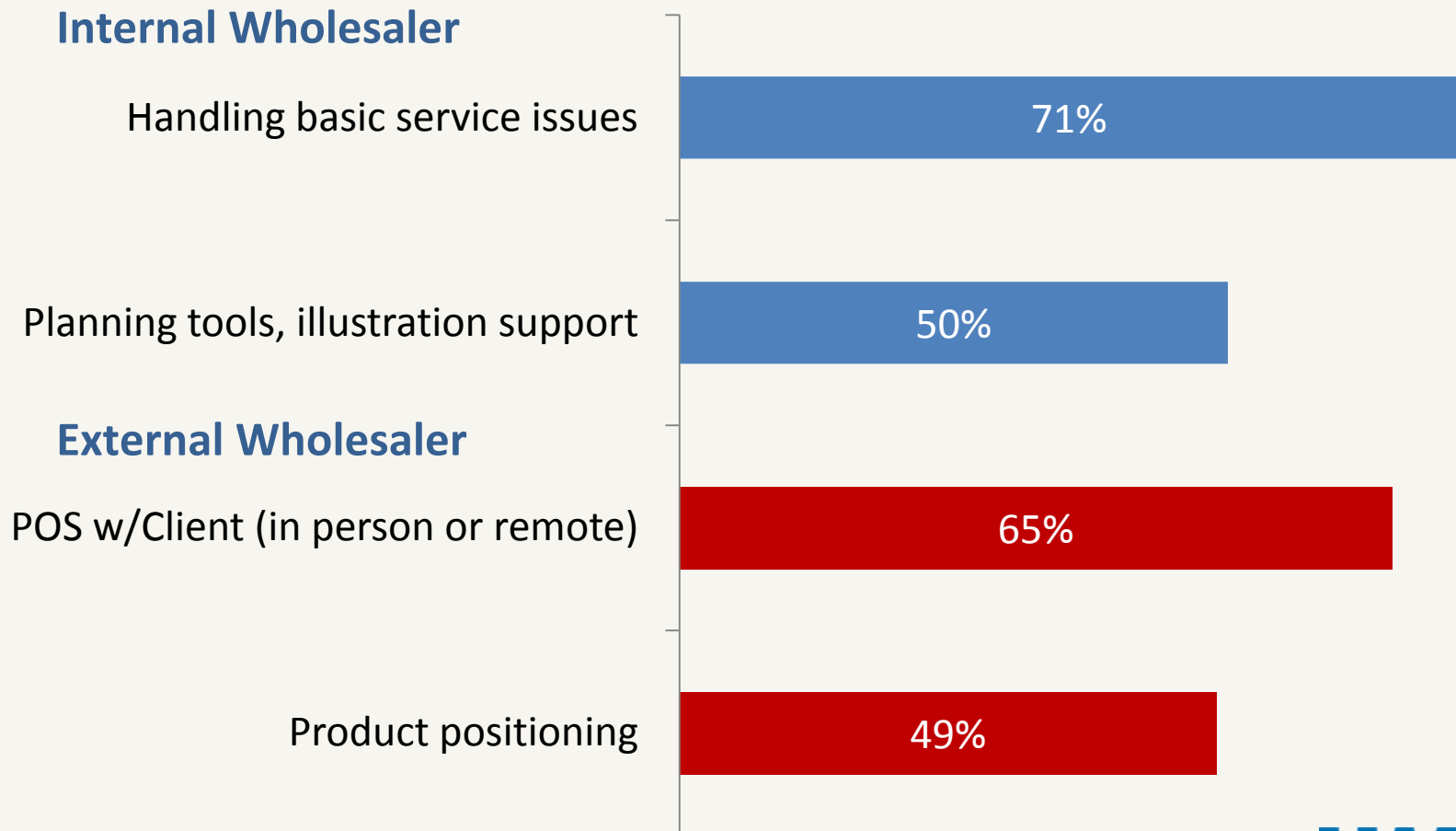


“The right person for the job”

Percentage of advisors note their preferences for who can best provide specific wholesaler services



Source: *The Whole Team: The importance of the sales desk in the distribution model*, LIMRA , 2015

