Delaware Life℠

National Sales Consulting

"Wisdom is not a product of schooling
but of the lifelong attempt to acquire it."

– Albert Einstein

Helping advisors build their business and simplify complex client planning

Who we are

The National Sales Consulting (NSC) team at Delaware Life Insurance Company (Delaware Life) is a team of highly educated, experienced professionals who are go-to consultants on income and tax planning and business-building strategies. They can provide actionable sales ideas, meaningful content, resources, and tools that are rich in advisor education and practice management, as well as ways to help simplify complex planning issues for clients.

Team members have advanced degrees and designations, including: J.D., MBA in Finance and Marketing, CFP® professional, CIMA®, CPWA®, and AIFA®.

What we do

Our consultants will work with distribution partners to provide:

- presentations at office meetings
- educational workshops at regional meetings and national conferences
- dedicated internal support

Our consultants are a dedicated resource for guidance and questions in three areas:

Advanced Markets

Practice Management

Financial Technology

They are ready to consult and provide insights on these topics:

- Prospecting, business building
- Distribution strategies
- Tax strategies
- Estate planning
- Social Security
- IRAs and Rollovers
- Succession planning

Meet our team

Curt Olson, VP, Head of National Sales Consulting

An industry leader with more than 30 years in financial services, Curt is responsible for setting the strategy and vision for the National Sales Consulting team. His experience includes product management with a large broker-dealer, sales and relationship management with asset managers and insurance companies, and an executive leadership role with one of the major financial planning software companies.

Anders Smith, CFP®, CIMA®, CPWASM®, AIFA®

With more than 30 years in the financial services industry, Anders can share proven retirement income, advanced sales, and practice management strategies to help build a successful and profitable business. He is a nationally known speaker at industry events.

Jeng Chiu, J.D., CFP®, Series 7, 24, 63

Jeng has worked with financial advisors, CPAs, and other financial and legal professionals for more than 20 years, leading hundreds of client seminars, continuing education courses, and advanced planning topics at regional and national conferences.

Brendan Payne, J.D., Series 7, 63

A tax expert, Brendan has worked in the annuity industry for nearly a decade. He has a knack for turning complex client situations into easy-to-understand sales strategies. Brendan is completing his LLM in the Graduate Tax Program at the University of Denver.

Val Sender, ChFC®, MBA, CLU®, CFS®, Series 6, 7, 24, 26, 63, Life and Health

With his many more than 20 years in the financial services industry, Val knows how to motivate and educate financial advisors on how to drive sales. He has in-depth knowledge of financial products.

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We want to help financial advisors be successful. That means sharing ways to be better at their job—to become more knowledgeable, more efficient, and increase business and profits.”

— Curt Olson, Vice President, Head of National Sales Consulting at Delaware Life

Delivering pure value with clarity, trust, and real results

At Delaware Life we've made it our mission to deliver value and results to everyone we work with by:

- Building our client-focused products with straightforward features, appealing indexes and reasonable fees—plain and simple.
- Making products available to knowledgeable financial representatives who deliver those products with clarity and integrity to help clients make smart decisions to protect their savings and build for the future.
- Creating a seamless, accurate service experience you can trust from the first moment you contact us.

Learn more about the value we can bring to you and your clients

Our goal is to help financial advisors be successful.

Please contact the Delaware Life National Sales Consulting Team for additional information by emailing us at: **NationalSalesConsulting@delawarelife.com**

Delaware Life[SM]

delawarelife.com

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