

## Develop Your Own Questions

### Age 30

1. Growth and Accumulation
2. Protection
3. Tax Deferral
4. Tax Free Growth

### Age 50

1. Guaranteed Income
2. Tax Reduction
3. Retirement Savings
4. Quality of Life

### Age 70

1. Legacy
2. Tax Reduction or Elimination
3. Inflation
4. Income That Can't Be Outlived

Use the above guidelines to develop questions to ask prospects and clients. Remember, no one likes to be told what to do. By asking questions you become an important resource for prospects and clients.

# **Van Mueller Monthly Newsletter**

**New Sales Ideas Sent Monthly To Your E-Mail.**

**SUBSCRIBE NOW**

**Only \$14.95 Per Month**

**USE THE NEWSLETTER EVERY MONTH TO  
GAIN SKILLS, IDEAS AND TOOLS TO BETTER  
SERVE YOUR PROSPECTS AND CLIENTS.**

**You Will Receive New Sales Ideas And  
Supporting Articles Through This  
Web-Based Newsletter**

**Success Can Be Earned Quickly Using This  
Time Sensitive Information**

**SUBSCRIBE TODAY!**

**Go to [www.vanmueller.com](http://www.vanmueller.com) to get started.**

**Phone (414) 283-0030**