

Growing Your Practice with Small Business Retirement Plans

Kevin Watt, vice president of Security Financial Resources, an affiliate of Security Benefit Life Insurance Company, recently wrote an article for *BenefitsPRO* outlining small business retirement plans.

Opportunity is right around the corner. Drive down most non-residential streets in America and what do you see? Blocks and blocks of small businesses: Dry cleaners, barber shops, boutique stores, dentists, real estate agent offices, attorneys, etc.

Every one of these businesses has an owner attached to them which may be a sole proprietor, a partnership, or a corporation. The one thing likely in common is that those owners, and their employees want the opportunity to retire one day and have enough saved to maintain their lifestyle. The most efficient way to do that is through a retirement plan offered by the employer.

Local financial advisors are in the best position to help these small business owners implement the right retirement plan that fits their needs, budgets and goals. A financial advisor does not need to be a retirement plan expert to work with small business owners.

[Read the full article.](#)