*Subject Line: How to Build a Robust Referral Network as a Financial Planner*

**How to Build a Robust Referral Network as a Financial Planner**

Leveraging a referral network is a powerful way for financial professionals to generate leads, gain new clients, and build a positive professional reputation. Whether you’re just starting to build your referral network or you’re looking to expand, here are three steps to grow your business through referrals.

3 Steps to Grow Business

**Other Highlights**

* **UPCOMING WEBINAR**

**Annuities**

**They can be complicated, but don’t have to be. Join us on Thursday, March 30 at 2:00 p.m. ET, to gain a deeper understanding into efficient annuity strategy and product types. *Can't attend live? Register anyway and we'll send a webinar recap with a recording and additional resources.***

* **PRODUCT UPDATE**

SECURE 2.0 Act of 2022 Overview and eMoney Updates

Keeping our calculations reflective of the latest laws and rules is at the top of our list of priorities. Check out the updates we've implemented over the past few weeks and what's still to come.

* **API UPDATE**

**Empower Retirement (Participant) API Now Available**

We transitioned the Empower Retirement (Participant) connection to APIs – an even more secure and reliable way to aggregate data. When the client connection is updated, clients will need to re-establish it by re-entering their credentials to ensure their accounts remain up to date.