



# Advisor's Guide to Section 409A: A Revolution in Deferred Compensation Marketing

*Louis, J.D. Richey, Richard, J.D., CLU, ChFC Baier*

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**Advisor's Guide to Section 409A: A Revolution in Deferred Compensation Marketing** Louis, J.D. Richey, Richard, J.D., CLU, ChFC Baier

Covers all aspects of designing, funding, selling and administering nonqualified deferred compensation in light of the rules enacted under the American Jobs Creation Act of 2004 and IRS guidance and provides you with the tools you need to win and retain business in the executive compensation marketplace.



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