



## A Journey through **LIFE**

Client Presentation

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# Planning

- What are your financial goals in life?
- Will you have enough to satisfy your retirement needs?
- Will you be able to pay for your children's college education?
- How will you protect your 401(k), IRA, 457, or other tax-deferred assets from the tax bill due on withdrawal?
- How will you provide your family with lost income should you die?
- How will you leave a legacy to your heirs?

## ... If you Live

- Will you have enough to satisfy your retirement needs?
- Will you be able to pay for your children's college education?
- How will you protect your 401(k), IRA, 457, or other tax-deferred assets from the tax bill due on withdrawal?

## ... If you Die

- How will your loved one's cope with the loss?
- Will your family's standard of living be affected?
- How will your family replace your lost income?
- Who will be burdened by your debts?
- Will your family be able to afford your unfunded savings promises (college, retirement)?
- How will your beneficiary pay the tax bill due on withdrawal of your 401(k), IRA, 457, or other tax-deferred funds?
- How will you leave a legacy to your heirs?

# The Solution . . . Life Insurance

- Life Insurance can help
  - Loved ones cope by meeting immediate financial needs.
  - The family by making up for the loss of income that may occur.
  - Pay debts without putting additional strain on the family.
  - Fully fund college savings and retirement plans.
  - Provide the extra money to pay the tax burden of 401(k), IRA, 457, and any other tax-deferred accounts.
  - Leave a legacy to heirs.

# The Solution . . . Life Insurance

- Life Insurance can additionally help
  - Equalize the inheritances of different family members
  - Fund business continuation agreements and succession plans
  - Create funds for distribution to charities
  - Solidify the financial security of disabled family members
  - Replace funds lost in troubled financial markets

# The Solution . . . Life Insurance

- Life Insurance designed to meet the need.
  - Term
  - ROP (Return of Premium) Term
  - Fixed Universal Life (UL)
    - Single Premium UL
  - Index Universal Life
  - Whole Life
    - Single Premium WL
  - Survivor Life (2<sup>nd</sup>-to-Die)

# Life Insurance: Which is the Right Choice?

Product	Description	Highlights
<b>Level Term/ Term with ROP</b>	Term insurance is best suited for a temporary need that will expire at some time in the future. Term insurance may also be appropriate for young people who cannot afford permanent insurance. Term with return of premium is attractive because at the end of the term, all premiums are returned if no death benefit has been paid out.	<ul style="list-style-type: none"> <li>• Temporary Insurance Protection</li> <li>• Lowest initial cost</li> <li>• More coverage per premium dollar</li> </ul>
<b>Fixed Universal Life</b>	Fixed UL is attractive to customers accustomed to receiving periodic interest on their financial investments. Some want the luxury of an increasing death benefit. Others want to focus on the cash value build-up for future needs. All want guaranteed coverage for life at a fixed price with premium and death benefit flexibility.	<ul style="list-style-type: none"> <li>• Flexibility of premiums</li> <li>• Flexibility of death benefit</li> <li>• May Provide:               <ul style="list-style-type: none"> <li>• Fixed premiums for life</li> <li>• Cash value accumulation</li> <li>• Coverage for life as long as premiums are paid</li> </ul> </li> </ul>
<b>Whole Life</b>	With whole life, the customer can permanently transfer the risk of premature death to the insurance company. Whole life is generally bought by conservative clients interested in long-term security and premium that's fixed for life.	<ul style="list-style-type: none"> <li>• Fixed premiums for life</li> <li>• Cash value accumulation</li> <li>• Guaranteed cash value</li> <li>• Coverage for life as long as premiums are paid</li> </ul>
<b>Indexed Universal Life</b>	Indexed UL offers death benefit protection with policy cash value interest credit linked to the performance of one or more stock market indices (e.g. S & P 500 Index).	<ul style="list-style-type: none"> <li>• Flexibility of premiums</li> <li>• Flexibility of death benefit</li> <li>• May provide:               <ul style="list-style-type: none"> <li>• Fixed premiums for life</li> <li>• Cash value accumulation</li> <li>• Coverage for life as long as premiums are paid</li> </ul> </li> </ul>
<b>Single Premium Universal Life</b>	Single payment life is generally sold as a way to protect customer's estate and increase its value at the same time. Many customers are conservative investors between 55 and 85 years old. They have a nest egg to pass on to children, other family members, or charity.	<ul style="list-style-type: none"> <li>• Increased estate value</li> <li>• Tax-deferred gain in contract</li> <li>• No income tax to beneficiary</li> <li>• Safety of medical provisions</li> </ul>
<b>Other Life</b>	Other options for direct stock market participation include Variable Universal Life (VUL) products, which may be discussed in further detail with your licensed Representative.	

# Why Insurance Policy Reviews?

- **Help keep your goals on track.**
  - Do you still have the same needs as when you first bought coverage?
  - Can your needs be met more economically?
- **With the passage of time, life changes, and so does what life insurance can help you protect.**
  - Change in marital status
  - New home
  - Children / Adoption
  - Job promotion / job change
  - Taking on debt
  - Planning for college
  - Planning for retirement
  - Receiving an inheritance
  - Changes in your business if you're a business owner
  - Increased / decreased debt load
  - Changes in health
- **Help you plan for events down the road.**

# Why Insurance Policy Reviews?

- **There may be other circumstances that may affect your policy.**
  - Your health: Have you lost weight or stopped smoking? Your health is a consideration when reviewing your life insurance policy.
  - The economic environment: Interest rates fluctuate and are quite different from where they were a few years ago. These interest rate changes may play a role in the performance of your policy.
- **Examine your annual premiums:**
  - How much are you paying?
  - Is the amount still within your budget?
- **Review the death benefit amount:**
  - Does the death benefit provide you with enough coverage?
  - Items that may affect your death benefit are cost of living expenses and any life events.
- **Look at your beneficiary designations:**
  - Make sure your beneficiary designations are up-to- date.

# Why Insurance Policy Reviews?

Needs	Cost
<b>Immediate Funds for Final Expenses</b> May include medical, burial, attorney, tax, and probate costs	
<b>Debt Repayment</b> May include credit card balances, auto loans, and education loans	
<b>Emergency Fund</b> May include medical emergencies, home repairs, and job loss	
<b>Mortgage Protection</b> May include monthly/annual mortgage or rental fees	
<b>Child Care</b> May include child care services as a result of the death of a spouse	
<b>Educational Fund</b> May include private school or college funding	
<b>Adult Care</b> May include care for an elderly parent	
<b>Charitable Giving</b> May include leaving a donation to your favorite charity or organization	
<b>Gifting</b> May include leaving a legacy to another relative or loved one	
<b>Replacement of Lost Income</b> It is suggested that you select a desired level of income and divide by an assumed rate of return.	
<b>Estimated Life Insurance Coverage Needed</b>	



# Consider an insurance review if you've:

- Changed your marital status
- Got a new job or promotion
- Bought a new house
- Increased/decreased your debt
- Had a child
- Received an inheritance
- Started a business
- Become an “empty nester”
- Changed your income
- Had a change in your health

We welcome the opportunity to discuss your personal situation with you.

I wish to Thank You for attending.  
And now, Questions

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