



# -Senior Benefits Division-

## CORE values

Passion Respect Integrity Motivation Excellence



# WHY PEOPLE REQUEST INFORMATION

People who request information about final expense programs understand that life can be unpredictable and they need to be prepared

## FOUR PRIMARY REASONS:

- **No Current Coverage or Plan**-They are worried about leaving a financial burden to their spouse or family.
- **Not Enough Coverage**- They have some insurance or basic burial benefit but its not enough or they have borrowed against it.
- **Coverage Review**- They want to review their current plan to ensure it is the correct type of coverage to **guarantee** their family will be taken care of.
- **They are concerned about Loss of Household Income for their spouse or family**- They want to ensure their family has enough to live on or pay the mortgage without them

## MANY FAMILIES HAVEN'T CONSIDERED:

Medical Bills-Mortgage or Rent Payments-Credit Cards or Loans

**Which of these relates most to you or your family?**

# WHAT WE DO

- We educate families on the different types of insurance products and plans that are available on the market. Many people make the mistake of purchasing final expense plans from an offer through the mail or on TV and are banking on that coverage
- We have discovered that about 85% of the clients we serve currently have the wrong type of insurance or are paying entirely too much for their coverage

## THREE DIFFERENT TYPES OF LIFE INSURANCE

### TERM

- Temporary coverage only, usually in terms of 10, 15, or 20 years
- Some have increasing premiums on auto renewing 5 year terms (AARP, Globe, Physicians)
- The policy either **terminates** or has significant premium increases after the term
- Builds ZERO Cash Value
- Coverage that people have on their job and terminates once they leave or retire

### ACCIDENTAL

- Coverage that will **ONLY** pay if you were to die in an accident
- Usually offered by your bank or credit union
- Less than 5% chance of occurring

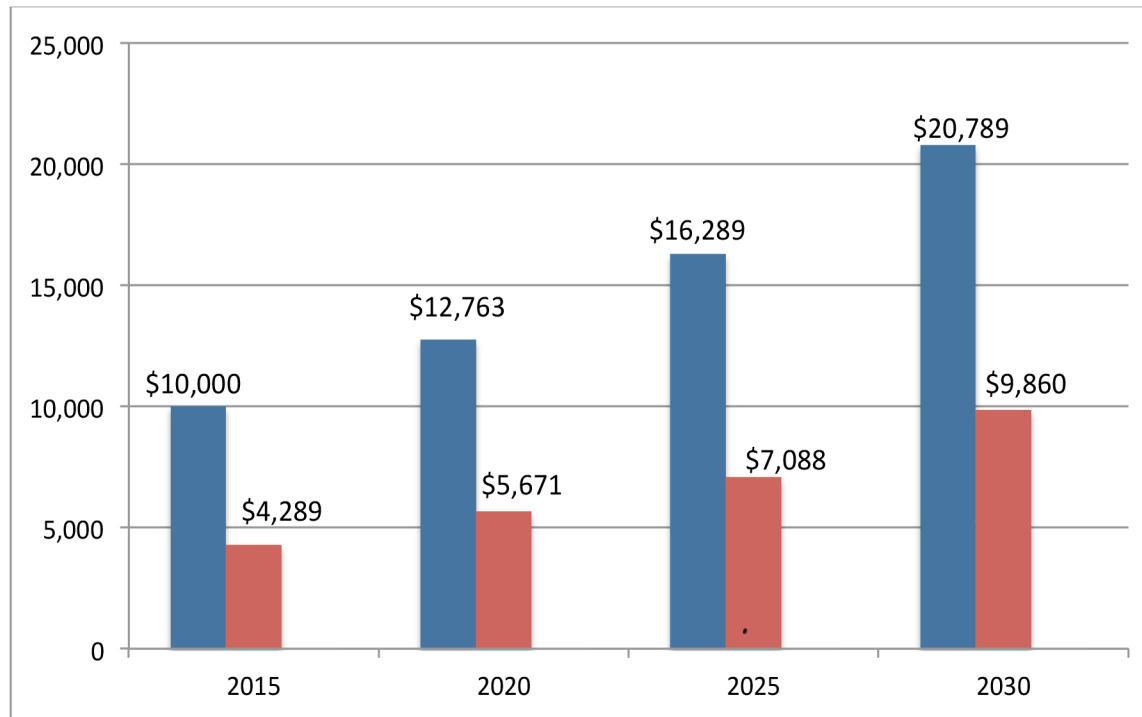
### WHOLE LIFE

- Coverage that will protect you for your **WHOLE LIFE**
- Never expires or cancels (as long as premiums are paid)
- Premium payments guaranteed to never increase (even when your age and health changes)
- Benefit is guaranteed to never decrease
- Builds cash value
- **WILL** pay to your family **WHEN** you pass and they need it the most

Which of these  
would make the  
most sense for  
paying Final  
Expenses?

# COSTS TO CONSIDER

## Burial Cremation



\*source from Columbian Life Insurance Company

At 5% inflation, the cost of a burial and cremation could double over the course of 15 years

Final Expenses are the financial obligations associated with funeral arrangements, burial costs and any unpaid medical bills that require payment upon someone's passing. The good news? There are options to pay for these expenses...



# YOUR OPTIONS FOR FINAL EXPENSE PLANNING

## OPTION 1: DO NOTHING

- We know this is not your option
- You requested information and you realize it's not about you, but that its about your family

## OPTION 2: PURCHASE A PRE-PAID FUNERAL

- **PAY IN FULL-** lump sum payment, using your savings
- **FINANCE your plan over time-** payments are typically higher than expected and you could leave your family to pay the balance should you pass before paying off the funeral.

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### ***3 WAYS TO PLAN YOUR FUNERAL EXPENSES***

*“Those (pre-paid) funeral plans don’t necessarily come cheap. Payments for a \$10,000 plan spread over 10 years could cost \$300 to \$350 per month”*



*Except from US News and World Report April 17, 2015*

# YOUR OPTIONS FOR FINAL EXPENSE PLANNING

## OPTION 3: A STATE REGULATED FINAL EXPENSE PLAN

If you qualify, these plans have 5 Important Guarantees:

1. Benefits are **guaranteed to never be canceled**
2. Premium Payments are **guaranteed to never increase**
3. Benefit Amount is **guaranteed to never decrease.**
4. Death Benefit is **guaranteed to pay to your family or designated beneficiary income tax free**, as long as your premiums are paid
5. Builds cash value to **guarantee you flexibility and options in the future**

PLANS ARE AFFORDABLE AND DESIGNED FOR YOUR BUDGET,  
WITH NO MEDICAL EXAM

Wouldn't you agree  
that Option 3 makes  
the most sense?



# QUALIFYING FOR YOUR PLAN

These state regulated plans do require your qualification. Applying is simple and once approved and in force, Benefits are Guaranteed. You will have the peace of mind knowing your family will be taken care of.

## A FEW QUESTIONS TO DETERMINE THE BEST PLAN & BEST PRICE

1. Are you currently employed, receiving a pension, social security, or disability?
2. Do you receive your social security deposit on your bank account or on a social security deposit card (direct express, green card)?
3. Have you ever been diagnosed with congestive heart failure, cancer, diabetes, had an organ transplant, or had any heart, or circulatory issues in the last 2 years?
4. Do you take nitro, been diagnosed with COPD, use oxygen or nebulizers, or been diagnosed with memory loss?
5. Have you had any major surgeries in the last 2 years?

**GREAT!** Let's see what you qualify for, are you currently taking any medications? If so go ahead and grab them for me so I can determine the **BEST PLAN & BEST PRICE**

