

HOW TO BUILD WEALTH FROM DEATH.

Life insurance, family trusts, and the work behind a lasting legacy.

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LEARN THE STEPS. TAKE CARE OF YOUR PEOPLE.

LESSON 01 / LEARN THE SKILL

A DEATH BENEFIT NEEDS A JOB.

When I started selling life insurance about ten years ago, I knew it mattered. What changed my thinking was seeing people assign coverage to separate family needs. One job can be the mortgage. Another can be income replacement. Another can be a legacy plan. The point is not collecting policy statements. It is making sure the family knows what the money is supposed to do.

DO IT IN THIS ORDER

01. List debts, income needs, immediate costs, and legacy goals.
02. Subtract appropriate existing resources and coverage.
03. Match the remaining needs to a coverage plan you can maintain.
04. Review beneficiaries and ownership with qualified help.

WORKED EXAMPLE / ASSUMPTIONS EXPLAINED

A household may separate a mortgage goal from a long-term inheritance goal. That can be done with one policy or more than one. Three or four policies are not automatically better or required.

HELP / WHAT THAT WORD MEANS

Death benefit = the amount payable under the policy when an eligible death claim is approved.

YOUR NEXT MOVE

Give each planned dollar a purpose before requesting coverage quotes.

Apply this lesson: my decision, calculation, or evidence

The action I will finish and my deadline