

Legacy Solution

Sales Idea

A 65 year old female nonsmoker had **\$200,000** in Mutual Funds.

As of December 2002 that **\$200,000** was now worth **\$150,000** because the stock market declined.

How do we make her Estate Whole?

Take \$43,290 from her mutual fund and deposit it into the Legacy Solution. Purchasing a **guaranteed death benefit** of \$100,000 and she still has \$106,710 in funds for a total Estate of **\$206,710. *She is ahead of the game!***

No medical or paramedical exam needed. Usually no doctor's reports. Only a telephone interview with an underwriter.

We Make Doing Business Easier!

If she ever needs any money out of the Legacy Solution she can write a check, but make her aware that money put into the Legacy Solution should be money she probably will never need.

People are very sensitive about market losses at this time so now is the time to see them and introduce some guarantees into their life. That's right - Guarantees!!