

"To Buy Or Not To Buy Life Insurance" - That Is The Question?

By Mark Charnet



There are so many other questions surrounding the purchase of life insurance; here is just a partial list of what I have been asked over the last 26 years:

If I am going to buy life insurance what kind should I buy, Term, Whole Life, Universal Life, Variable Life, Indexed Life or a combination of some of these? How long should the policy last? What's in it for me if I live a long time? Should I insure my minor age children? How much coverage should I buy? I already have life insurance through my job so do I need to buy more individually? My wife is a stay at home mom, does she need life insurance? I'm retired and financially independent, what possible reason is there for me to have life insurance? I'm a grandparent, should I still have a policy? I'm a great grandparent, can I cancel my policy now? I heard I can sell my life insurance policy for a profit, is that true? My friend told me that her life insurance policy will pay a benefit for a long-term-care stay in a nursing home, is that true? If I can only afford one policy now that I'm retired, which should it be, long-term-care or life insur-

ance? Is it true that the money I borrow from my life insurance policy never has to be paid back? What does "Buy Term and Invest the Difference" mean? What is a non-qualified deferred compensation plan and why is it structured around a life insurance policy? Can my life insurance policy actually make me money if I don't die prematurely? Which insurance company offers the best deal? I've got some medical problems and issues; will that eliminate my chances for a policy? I have no children, is there a reason for me to have life insurance? I heard that life insurance can be used to benefit a charity, how does that work? When are you too old to buy a life insurance policy? What's the youngest age you can be insured? Can I get a policy if I'm pregnant? Does my beneficiary get more if I die as a result of an accident? What is a 1035 tax-free exchange and how can I utilize this to my benefit? Besides paying a death benefit, what other benefits are there to buying life insurance? I already own life insurance I bought over 20 years ago, how can making a change now be a better deal if I

am 20 years older? If I'm too sick to work and can't afford my premium, is there a way to continue my policy without paying any more? I heard that the cash value in my policy is exempt from the financial aid calculations when my kids are applying for college, is this true? Is life insurance really the least expensive solution to paying estate and income taxes when you die? Is it really true that in some states, the cash values and death benefits are exempt from the reach of lawsuits and creditors?

For those people in business for themselves here are some additional questions: What is a Buy and Sell policy? What is key-person insurance? I've heard the phrase, group carve out, what does that mean? What is a private pension plan? Some retirement and benefit programs involve life insurance that revolve around numbers and internal revenue codes, like, 412i, 419a, 162, which one is best for me?

Readers, if I may steal a quote from Radio Shack, "You've got questions, we've got answers." If you want to get answers to these questions or

any others you may have about life insurance, with my 26 years in the life insurance industry, I am uniquely qualified to answer them and would be happy to do so at no cost to you. Since I can't call you, you'll need to reach out to me via email or phone. The life insurance products available in the marketplace today and the techniques and strategies in which to utilize them are nothing short of amazing and I'd be happy to demonstrate this upon your request.

The bottom line and motivation for any personal life insurance is simply this. The purchase of life insurance is an act of love for ones beneficiaries. Every other reason is a bonus. And lastly, of all insurance policies one can buy such as auto, homeowners, health, disability, liability or flood, only a life insurance policy is guaranteed to pay a claim! You might not crack up the car, burn down the house, get sick, be sued or be flooded out, but, your going to die - guaranteed! Therefore, life insurance can be a guaranteed bonanza for anyone you choose - even you, as you can enjoy the living benefits of a properly designed program, still

leaving huge tax-free dollars for your family. I encourage you to find out more, firstly by exploring our website: www.1APG.com and secondly, by calling my office with your questions, with **no cost or obligation - period!**

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