Bucket Sheet

The way your mortgage protection plan works is that BOTH of you will be covered for $400,000. Mr. Smith, when you die, your wife will immediately receive $400,000, and that's paid 100% income tax free.

Also, Mrs. Smith, when you die, your husband will receive $400,000 immediately and income tax free. Now, if both of you die at the same time, your family will receive both amounts, so in your case $800,000 and that's important because with most plans, your family would just receive the one amount.

Now, your monthly premium is $150 per month and that is guaranteed to stay level for 30 years, AND, that is for the both of you.

Return of Premium

Now, let's say its 30 years down the line and you didn't die. If you cancel this plan at that time, you will receive all your money back or $____ in your case. That's every penny you have paid out over the past 30 years! This is important because with most plans when you cancel, you don't receive anything back, you just stop being covered.

ANOTHER benefit is that this plan includes an accelerated death benefit, meaning if you are diagnosed by a physician as being terminally ill or have 12 months or less to live, the insurance company will give you access to 50% of your death benefit, or in your case up to $200,000 while you are still living and you can use that money for mortgage payments, medical expenses, to spend time with your family and the balance will be paid to your family after you pass away. That way your family will always be taken care of.

- This policy is Portable. If you move or refinance the mortgage, the coverage remains in effect
- Creditor Proof. Not subject to credit claims or debt collectors
- And Guaranteed Level for the next __ years. Benefit doesn't decrease with mortgage and premiums can't go up during the term of the coverage.

- So, when you die, YOUR FAMILY IS TAKEN CARE OF
- If you become terminally ill, YOU ARE TAKEN CARE OF
- And if NONE of these things happen, you are GUARANTEED to receive all your money back. Mr. Smith it's like having the money in the bank all these years.

So, you have all the protection if you need it and all your money back if you don't!

Can you see why we recommend the mortgage protection plan to so many of our clients? It just makes sense in the long run, don't you agree?

The 2nd Plan

The 2nd plan comes with all the features and benefits as the first plan, just without the cash back option.

That plan is only $_____ per month. And remember we can get you upgraded to the cash back plan in the future.

Both plans WILL make sure that your family will always be taken care of.

Of these two plans which one makes more sense for you and your family?

Don't speak till they do! (once client chooses)*

Assume Sale

If client objects – Address the issue by the 3 P's Strategy: or Flex Down if it's an apparent price issue