



The Selario Agency, Inc.

Helping financial professionals provide world-class solutions to their client's needs

Get Off That Term Treadmill

or

(How To Make Real Money Selling Life Insurance)

Term insurance is a great product and an important tool to build a client base, but sometimes as insurance professionals we under sell and underestimate what our clients are willing to buy.

Here are three permanent sales alternatives using the power of insurance guarantees that will help you up sell your clients.

1. How about a no-lapse UL solution that recoups your entire client's cost while maintaining a significant portion of their original death benefit.
2. How about a life insurance product that will cap and guarantee your client's premium outlay, provide a guaranteed stream of income that exceeds the aggregate premium outlay while maintaining a share of the original death benefit.
3. How about a Roth IRA alternative using non-par whole life that gives your client's tremendous flexibility in cost and design, will give them guaranteed supplemental income and a guaranteed death benefit to self-complete the plan.

Every Case Counts. Every Broker Matters.

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Please check our website www.selarioagency.com for more information about how we can help grow your practice.