

Reverse Budgeting

Concept: Having a conversation with someone that has trouble saving.

You know, _____, you're not the only person that hasn't taken the proper steps toward life and retirement planning. Fact is, 45% of all Americans have never saved a penny, not a dime. Those that have, have only saved, on the average \$11,000 per household. That will not get you very far.

The answer is simple concerning why this has happen. Most people wait only save what's left over from their paycheck. That's called paying yourself last and there lies the problem.

To solve that dilemma we must use the theory of Reverse Budgeting – Pay Yourself First. See, if we make that commitment, we come to the crossroads every paycheck. What are you going to do? Pay yourself 10% of your gross paycheck or succumb to what most Americans will do.

Experts today say even 10% is not enough, it needs to be in the 15-20% range. That's where we can develop a plan for you using the rules and laws of indexed universal life insurance that can make a sizable difference in your future.

First, you get much needed and necessary life protection. With today's plans, it also includes critical, chronic, and terminal illness protection. Compared to other ways of savings, a properly designed IUL can provide much needed assets when you need it most.

Let me explain. Here's an example of what it would take to reach \$1,000,000 by age 65 taking out 10% of your gross paycheck at age 25, 30, and 40. In qualified plans, while the amount that you are savings can be on a "before tax basis", you will pay tax on every single penny at distribution. So, even if you reached the \$1,000,000 and you took a distribution of 5% or \$50,000 per year, you might have to pay tax of up to 40% or more! Imagine having the power of your money falling to \$30,000 or even less at retirement. Plus, how long would that money last before it runs out!?

With a properly designed IUL, let's take a look.

Plus, let's look at liquidity if you needed it.

_____, is it worth a commitment for you and your loved ones? Here's one of the great benefits as well. Currently, you're not subject to a paramed or have to wait on medical records to arrive, unless there is an underlying medical condition that might put your insurability in peril.