FINANCIAL LEGACY BUILDERS

STEP #5

Insurance Planning

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WHY INSURANCE IS SO IMPORTANT

Insurance protects what matters most—your income, your family, your assets, and your future—so one unexpected event doesn't derail everything you've built.

You work hard to build a good life. **Insurance protects it.**

PROTECT your loved ones

PRESERVE your lifestyle

PREPARE for the unexpected

THE CONSEQUENCES OF BEING UNDERINSURED

- Debt and financial stress
- Loss of income
- Loss of assets and savings
- Inability to cover long-term care
- Harder recovery after an accident or illness

KEY TYPES OF INSURANCE AND WHY THEY MATTER

UMBRELLA INSURANCE

Provides extra liability protection beyond your home, auto, and other policies.

Protects: Your assets and future earnings from lawsuits.

LIFE INSURANCE

Provides a financial safety net for your loved ones if you pass away.

Protects: Your family's financial security and future.

DISABILITY INCOME (DI) INSURANCE

Replaces a portion of your income if you're unable to work due to illness or injury.

Protects: Your income and ability to pay bills.

LONG-TERM CARE (LTC) INSURANCE

Helps cover the high cost of care if you can't perform daily activities due to aging or illness.

Protects: Your savings, assets, and family.

AUTO INSURANCE

Covers damage, injuries, and liability from auto accidents.

Protects: You, your passengers, and others on the road.

HOMEOWNERS INSURANCE

Protects your home and belongings from covered losses like fire, theft, and natural disasters.

Protects: Your home, possessions, and liability.

HEALTH INSURANCE

Helps pay for medical care and protects you from high out-of-pocket expenses.

Protects: Your health and your finances.

THE BOTTOM LINE

You can't predict the future, but you can prepare for it. The right insurance coverage gives you peace of mind and keeps your financial plan on track—no matter what happens.

> *Insurance is not about if something will happen, it's about when—and how prepared you'll be.*

THE GOAL

The right coverage today helps ensure financial protection, stability, and peace of mind for tomorrow.

INSURANCE ISN'T AN EXPENSE—IT'S A STRATEGY TO PROTECT YOUR LIFE, YOUR WEALTH, AND YOUR LEGACY.

UMBRELLA INSURANCE: BIG PROTECTION FOR BIG WHAT-IFS

Umbrella insurance provides added liability protection beyond your standard insurance policies. It helps protect your assets, future earnings, and lifestyle from major financial losses.

THE BOTTOM LINE

If you have assets, income, or a family, umbrella insurance is one of the smartest and most affordable protections you can have.

1. WHAT IS UMBRELLA INSURANCE?

Umbrella insurance is an extra layer of liability coverage that kicks in when the limits of your home, auto, watercraft, or other liability policies are exhausted.

IT COVERS YOU WHEN YOU ARE FOUND LIABLE FOR:

- Bodily injury to others
- Property damage to others
- Personal and advertising injury (slander, libel, defamation, wrongful eviction, etc.)
- Legal defense costs

2. HOW DOES IT WORK?

Your Auto or Home Insurance Limit Reached	Umbrella Insurance Kicks In	Additional Liability Covered
Example: $300,000	Example: $1,000,000	Example: $700,000+

Real Example:
You are found liable in a car accident for $1.2 million in damages. Your auto policy pays its $300,000 limit. Your $1 million umbrella policy pays the remaining $900,000.

3. HOW MUCH DOES IT COST?

Umbrella insurance is surprisingly affordable. Typical cost: $150 – $300 per year for $1 million in coverage.

HIGH VALUE. LOW COST.
It's one of the most cost-effective ways to protect your net worth.

4. WHO NEEDS UMBRELLA INSURANCE?

- Homeowners
- Parents of minor children
- People with significant assets or savings
- Anyone with future income potential
- Anyone who wants peace of mind

5. HOW MUCH COVERAGE SHOULD YOU HAVE?

Most experts recommend at least $1 million in umbrella coverage.

You can purchase $1M, $2M, $3M, $5M, or more in coverage.

6. WHAT DOES UMBRELLA INSURANCE COVER?

ACCIDENTS
If someone is injured on your property or in an accident you cause.

DOG BITES
Covers injury or damage caused by your dog, even if required by law.

SWIMMING POOLS
Provides liability coverage for pool-related accidents.

DEFAMATION
Covers claims like slander, libel, or defamation.

LEGAL DEFENSE COSTS
Pays for your legal fees, even if the claim is groundless.

RENTAL PROPERTY
Adds liability protection for rental or investment properties.

7. WHAT DOESN'T IT COVER?

- Intentional acts or criminal behavior
- Contractual liability
- Business-related liability (needs commercial policy)
- Professional liability (needs E&O insurance)

8. REQUIREMENTS TO QUALIFY

- Must have underlying policies: home, auto, (and sometimes watercraft) insurance
- Minimum underlying limits typically $250,000 per occurrence
- Good claims history

9. KEY BENEFITS

- Protects your assets and savings
- Covers future earnings
- Provides peace of mind
- Affordable for the level of protection
- Helps cover legal defense costs
- Fills the gap when limits are reached

10. HOW TO GET UMBRELLA INSURANCE

Review your current policies and limits → Talk with an independent insurance agent → Choose coverage amount that fits your needs

PRO TIP

The more you have to lose, the more you have to gain from umbrella insurance.

LIFE INSURANCE:
PROTECT YOUR FAMILY. PROTECT YOUR LEGACY.

Life insurance provides a tax-free death benefit to your beneficiaries when you pass away.
It's one of the most important tools you can use to protect the people you love.

THE BOTTOM LINE

Life insurance is about love and responsibility. It ensures your family is financially secure no matter what happens.

1. WHY LIFE INSURANCE MATTERS

- Replaces income so your family can maintain their lifestyle.
- Helps pay for mortgage, rent, and daily living expenses.
- Covers education costs for your children.
- Pays off debts and final expenses.
- Provides peace of mind knowing your family is protected.

2. TYPES OF LIFE INSURANCE

TERM LIFE INSURANCE
- Coverage for a specific period (10, 20, 30 years)
- Affordable
- No cash value
- Ideal for income replacement and young families

WHOLE LIFE INSURANCE
- Lifetime coverage
- Builds cash value over time
- Higher premiums
- Stable premiums and death benefit

UNIVERSAL LIFE INSURANCE
- Flexible premiums and death benefit
- Cash value grows based on interest rate
- More flexibility
- Adjustable coverage

INDEXED UNIVERSAL LIFE (IUL)
- Cash value growth linked to market index
- Downside protection
- Flexible premiums
- Potential for higher returns

3. HOW MUCH DO YOU NEED?

A common rule: 10–15x your annual income or enough to cover:

- Outstanding debts
- Mortgage or rent
- Education expenses
- Living expenses (5–10 years)
- Future financial goals
- Final expenses

EXAMPLE

If you make $80,000/year, your coverage need may be $800,000 – $1,200,000+

4. TERM LENGTHS (YEARS)

- **10 Year** – Short-term needs
- **15 Year** – Transitional needs
- **20 Year** – Through children's college years
- **30 Year** – Through mortgage or long-term goals

5. HOW IT WORKS

Apply → **Pay Premiums** → **Benefit Paid**

- **Apply**: Answer health questions and choose coverage.
- **Pay Premiums**: Keep your policy active by paying premiums.
- **Benefit Paid**: If you pass away, your beneficiaries receive the death benefit tax-free.

6. WHAT AFFECTS YOUR PREMIUMS?

Age · Health · Gender · Occupation · Tobacco Use · Coverage Amount

7. RIDER OPTIONS (ADD-ONS)

- Accelerated Death Benefit (living benefits)
- Waiver of Premium (if disabled)
- Child Term Rider (covers children)
- Guaranteed Insurability (buy more later)

8. WHO NEEDS LIFE INSURANCE?

Married Couples · Parents or Guardians · Homeowners · Business Owners · Anyone with Dependents · Anyone who wants to leave a legacy

9. MYTHS VS. FACTS

MYTH	FACT
Life insurance is too expensive.	Term life is very affordable.
I'm too young to need it.	The younger and healthier you are, the cheaper it is.
I have coverage through work.	It's usually not enough and ends when you leave.
Only for income earners.	Stay-at-home parents provide value that needs protection.

10. KEY TAKEAWAYS

- Life insurance is financial protection for your loved ones.
- It replaces income, pays expenses, and protects your legacy.
- Term life is affordable and covers temporary needs.
- Permanent life builds cash value and lasts a lifetime.
- Choose the right type, amount, and term for your goals.

THE GOAL: Make sure your family is taken care of, your debts are covered, and your legacy lives on.

GET COVERED. STAY PROTECTED. LEAVE A LEGACY.

DISABILITY INSURANCE: PROTECT YOUR INCOME. PROTECT YOUR LIFE.

Disability insurance replaces a portion of your income if you become unable to work due to illness or injury.
Your ability to earn an income is one of your greatest assets—protect it.

THE BOTTOM LINE

Most disabilities are caused by illness, not accidents. Disability insurance helps protect your income, your lifestyle, and your financial future.

1. WHAT IS DISABILITY INSURANCE?

Disability insurance provides income replacement when you can't work due to a covered illness or injury.

It helps you:

- Pay your bills
- Maintain your lifestyle
- Protect your savings
- Focus on recovery

2. TYPES OF DISABILITY INSURANCE

SHORT-TERM DISABILITY (STD)

- Provides benefits for a short period (typically 3 to 6 months)
- Helps cover immediate expenses
- Often offered by employers

LONG-TERM DISABILITY (LTD)

- Provides benefits for an extended period (typically until retirement age)
- Critical for serious illnesses or injuries
- Often employer-paid, but private options offer stronger protection

3. HOW MUCH COVERAGE DO YOU NEED?

A common rule: 60–70% of your gross monthly income.

Consider your:

- Monthly expenses
- Debt obligations
- Lifestyle needs
- Future financial goals

EXAMPLE
If you earn $6,000/month, aim for $3,600–$4,200 in monthly benefit.

4. BENEFIT PERIOD

- 2 years
- To age 65
- To age 67
- To age 70
- Social Security Normal Retirement Age

The longer the benefit period, the higher the premium.

5. ELIMINATION PERIOD

The waiting period before benefits begin after you become disabled.

- 30 days
- 60 days
- 90 days
- 180 days
- 1 year

The shorter the elimination period, the higher the premium.

6. WHAT DOES DISABILITY INSURANCE COVER?

Covers illnesses and injuries that prevent you from working, including but not limited to:

- Cancer
- Heart disease
- Back injuries
- Mental health conditions
- Pregnancy complications
- Neurological disorders
- Autoimmune diseases
- Accidents
- And more

7. OWN OCCUPATION vs. ANY OCCUPATION

OWN OCCUPATION

- Pays benefits if you can't perform the duties of your specific job
- More expensive
- Best for high earners and specialists

ANY OCCUPATION

- Pays benefits if you can't perform any job for which you are reasonably suited by education or experience
- Less expensive
- Less protection

8. WHAT AFFECTS YOUR PREMIUMS?

- Age
- Health
- Occupation
- Income
- Benefit amount
- Elimination period
- Benefit period
- Own vs. any occupation

9. GROUP vs. INDIVIDUAL POLICY

GROUP POLICY

- Often employer-paid
- Lower cost
- Limited benefits
- Not portable (may end if you change jobs)

INDIVIDUAL POLICY

- You own the policy
- Fully portable
- Customizable coverage
- More comprehensive protection

10. TAX TREATMENT

PRE-TAX DOLLARS (MOST COMMON)

- Premiums paid with pre-tax dollars
- Benefits are taxable

POST-TAX DOLLARS

- Premiums paid with after-tax dollars
- Benefits are tax-free

11. RIDER OPTIONS (ADD-ONS)

- Cost of Living Adjustment (COLA)
- Own Occupation
- Future Increase Option
- Residual/Partial Disability
- Catastrophic Disability
- Student Loan Protection

12. KEY TAKEAWAYS

- Disabilities are more common than you think—1 in 4 people will be disabled before retirement.
- Your income is your greatest asset.
- Disability insurance helps protect your income, your lifestyle, and your future.
- Don't rely solely on your employer's coverage—own your protection.

THE GOAL: Protect your income so you can protect your life.

GET COVERED. STAY PROTECTED. STAY SECURE.

LONG-TERM CARE INSURANCE:
PROTECT YOUR INDEPENDENCE. PROTECT YOUR SAVINGS.

Long-term care insurance helps pay for services you may need if you can't perform everyday activities on your own due to aging, illness, or injury.

THE BOTTOM LINE

Long-term care can happen to anyone. LTC insurance protects your assets, gives you choices, and helps you maintain dignity and independence.

1. WHAT IS LONG-TERM CARE?

Long-term care is ongoing help with daily activities due to a chronic illness, disability, or cognitive impairment.

TYPES OF CARE

- Personal care (bathing, dressing, toileting)
- Assistance with daily activities
- Caring for cognitive impairments
- Skilled nursing care
- Supervision for safety

2. WHERE CAN CARE BE RECEIVED?

- At home (home care)
- Assisted living facility
- Nursing home
- Adult day care center
- Memory care facility

LTC insurance gives you the flexibility to choose the care setting that's best for you.

3. HOW MUCH DOES CARE COST?

Costs vary by location and level of care, and they continue to rise each year.

AVERAGE MONTHLY COSTS (2024)

Home care	$5,720
Assisted living	$5,350
Nursing home (semi-private room)	$9,733
Nursing home (private room)	$11,286

Source: Genworth Cost of Care Survey 2024

4. WHO NEEDS LTC INSURANCE?

- Anyone over age 40
- People with a family history of chronic illness
- High-income earners
- Homeowners
- Women (who live longer on average)
- Anyone who wants to protect their assets

5. WHEN SHOULD YOU BUY?

- The best time is in your 40s or 50s.
- You're more likely to qualify.
- Premiums are lower.
- You have more choices.

Buying early can save you thousands over your lifetime.

6. HOW DOES LONG-TERM CARE INSURANCE WORK?

You apply and choose your coverage. → If you qualify for benefits, coverage begins after the elimination period. → The policy pays a daily or monthly benefit for covered care services. → You pay the provider and submit claims for reimbursement (or use provider network). → Benefits continue until the benefit period ends.

7. KEY POLICY FEATURES

- **Benefit Amount** – Daily or monthly amount the policy pays.
- **Benefit Period** – How long benefits are paid (e.g., 2, 3, 5 years or lifetime).
- **Elimination Period** – How long you pay for care before benefits begin (e.g., 30, 60, 90, 180 days).
- **Inflation Protection** – Helps keep benefits up with rising costs.
- **Coverage Options** – Home care, facility care, or both.
- **Nonforfeiture Benefit** – Return of premiums if you never use benefits.

8. POLICY TYPES

Traditional LTC Insurance
Stand-alone policy with the most options.

Hybrid Policies
Combines LTC benefits with life insurance or an annuity.

Short-Term Care Insurance
Covers temporary needs (up to 1–3 years).

Group LTC Insurance
Offered through employers or associations (may have limited benefits).

9. TAX ADVANTAGES

TAX

Premiums may be tax-deductible if you itemize (subject to IRS limits based on age).

Benefits are generally received tax-free.

IRS DEDUCTIBLE LIMITS (2024)

AGE	MAX DEDUCTION
40 or less	$480
41–50	$890
51–60	$1,790
61–70	$4,770
71 or older	$5,960

Source: IRS Publication 502

10. WHAT LTC INSURANCE DOESN'T COVER

- Short-term illnesses or injuries
- Routine medical care
- Custodial care (not related to a chronic condition)
- Care outside the policy terms
- Premiums if you stop paying

11. PROTECT YOUR ASSETS

Without LTC insurance, you may have to pay for care out of pocket, which can quickly drain savings. Average cost of a private room in a nursing home for 3 years:

$406,296

Source: Genworth 2024

12. HOW TO CHOOSE THE RIGHT POLICY

- Determine how much coverage you need.
- Choose a benefit amount and inflation protection.
- Consider your budget and age.
- Understand the elimination period and benefit period.
- Work with a trusted advisor.

13. KEY TAKEAWAYS

- Long-term care is expensive and likely.
- LTC insurance protects your independence and your savings.
- Buying earlier = lower premiums and more choices.
- Review your policy regularly to ensure it still fits your needs.
- Plan today for peace of mind tomorrow.

PLAN TODAY. STAY IN CONTROL. PROTECT YOUR FUTURE. | CARE IS PERSONAL. PLANNING IS POWERFUL.

AUTO INSURANCE:
PROTECT YOURSELF. PROTECT OTHERS. PROTECT YOUR FUTURE.

Auto insurance protects you financially if you're in an accident, your car is damaged, or your car is stolen.
It also helps cover injuries and damage you cause to others.

THE BOTTOM LINE

Auto insurance is more than a legal requirement—it's financial protection and peace of mind every time you drive.

1. WHAT IS AUTO INSURANCE?

A contract between you and an insurance company that protects you financially from losses related to driving.

It helps pay for damage, injuries, and other costs when accidents, theft, or other covered events occur.

2. TYPES OF COVERAGE

Liability Coverage
Covers bodily injury and property damage you cause to others. Required in most states.

Collision Coverage
Pays for damage to your car from a collision with another vehicle or object.

Comprehensive Coverage
Covers damage to your car from non-collision events like theft, vandalism, fire, hail, or falling objects.

Uninsured/Underinsured Motorist (UM/UIM)
Protects you if you're hit by a driver with no insurance or not enough coverage.

Personal Injury Protection (PIP) / Medical Payments (MedPay)
Covers medical expenses for you and your passengers after an accident, regardless of fault (required in some states).

3. REQUIRED vs. OPTIONAL COVERAGES

REQUIRED (varies by state)

- Bodily Injury Liability
- Property Damage Liability

OPTIONAL (strongly recommended)

- Collision
- Comprehensive
- Uninsured/Underinsured Motorist
- PIP / MedPay
- Roadside Assistance
- Rental Reimbursement
- Gap Insurance (if you owe more than your car's value)

4. HOW AUTO INSURANCE WORKS

An accident or covered event occurs. → You file a claim with your insurance company. → The insurer investigates and determines coverage. → You pay your deductible, and the insurer pays the rest (up to policy limits).

5. POLICY LIMITS & DEDUCTIBLES

Policy Limits
The maximum amount your insurer will pay for a covered loss.

- Example: \$100,000/\$300,000 bodily injury
- \$50,000 property damage

Deductible
The amount you pay out of pocket before insurance pays.

- Common deductibles: \$250, \$500, \$1,000
- Higher deductible = lower premium
- Lower deductible = higher premium

6. FACTORS THAT AFFECT YOUR PREMIUMS

- Driving record
- Age
- Location
- Type of vehicle
- Annual mileage
- Credit history (in most states)
- Coverage limits & deductibles
- Claims history
- Marital status
- Discounts

7. COMMON DISCOUNTS

- Safe driver
- Multi-policy (bundle)
- Multi-car
- Good student
- Low mileage
- Anti-theft device
- Defensive driving course
- Paperless / autopay

8. WHAT AUTO INSURANCE TYPICALLY DOESN'T COVER

- Normal wear and tear
- Mechanical breakdown
- Damage from racing
- Intentional damage
- Driving under the influence
- Loss of personal items
- Towing (unless added)

9. STATE REQUIREMENTS (EXAMPLES)

Minimum liability coverage varies by state. Examples:

STATE	BODILY INJURY (PER PERSON)	PROPERTY DAMAGE
California	\$15,000	\$5,000
Texas	\$30,000	\$25,000
Florida	\$10,000 (PIP)	\$10,000
New York	\$25,000	\$10,000

Note: Requirements change—check with your DMV.

10. WHEN TO REVIEW YOUR POLICY

- After buying a new car
- After a move
- After marriage or divorce
- After a major life change
- At least once a year

11. KEY TAKEAWAYS

- ✓ Auto insurance protects your finances and helps cover accidents, theft, and damage.
- ✓ Liability coverage is required—other coverages provide added protection.
- ✓ Choose coverage limits and deductibles that fit your needs and budget.
- ✓ Shop around and review your policy regularly to ensure the best coverage and price.

DRIVE SAFE. STAY PROTECTED. BE PREPARED. | THE RIGHT COVERAGE TODAY CAN SAVE YOU THOUSANDS TOMORROW.

HOMEOWNERS INSURANCE:
PROTECT YOUR HOME. PROTECT YOUR EVERYTHING.

Homeowners insurance protects your home, belongings, and financial well-being from unexpected events.
It's an essential part of homeownership and often required by your mortgage lender.

THE BOTTOM LINE

Homeowners insurance protects your home and your finances from covered losses. The right coverage gives you peace of mind when the unexpected happens.

1. WHAT IS HOMEOWNERS INSURANCE?

A policy that protects your home, personal property, and liability in the event of a covered loss.

It helps pay to repair or rebuild your home, replace your belongings, and cover liability if someone is injured on your property.

2. WHAT DOES IT COVER?

Dwelling Coverage
Pays to repair or rebuild your home if it's damaged by a covered event.

Personal Property Coverage
Pays to repair or replace your belongings if they're damaged or stolen.

Liability Protection
Helps pay for injuries or property damage you or your family cause to others.

Additional Living Expenses (ALE)
Pays for temporary housing and living costs if your home is uninhabitable due to a covered loss.

3. COMMON COVERED PERILS

Covers losses caused by specific events, including:

- Fire or smoke
- Windstorm or hail
- Lightning
- Explosion
- Theft
- Vandalism
- Weight of snow or ice
- Falling objects
- Sudden and accidental water discharge (burst pipes)

4. COMMON EXCLUSIONS

Not typically covered:

- Flood
- Earthquake
- Sewer or drain backup
- Wear and tear
- Pest infestations
- Mold
- Lack of maintenance
- Intentional damage
- War or nuclear hazards

5. HOW MUCH COVERAGE DO YOU NEED?

Consider the cost to rebuild your home, not its market value.

- Dwelling: 100% of rebuild cost
- Personal Property: 50%–70% of dwelling coverage is typical
- Liability: At least $300,000–$500,000 (or higher for more protection)
- ALE: 20% of dwelling coverage is typical

EXAMPLE

Rebuild cost of home: $400,000

Recommended coverage:

- Dwelling: $400,000
- Personal Property: $200,000–$280,000
- Liability: $500,000+
- ALE: $80,000 (20%)

6. POLICY LIMITS

The maximum amount your insurer will pay for a covered loss.

Each Coverage has a limit.

You pay the rest out of pocket if the loss exceeds your limits.

7. DEDUCTIBLES

The amount you pay out of pocket before your insurance coverage kicks in.

Common deductibles:
$500, $1,000, $2,500, or 5%–10% of the dwelling coverage.

Higher deductibles = Lower premiums

8. POLICY TYPES

HO-3 Special Form

- Most popular
- Broad coverage for dwelling
- Named perils for personal property

HO-5 Comprehensive Form

- Broad coverage for both dwelling & personal property
- Highest level of protection
- Higher premiums

HO-4 Renters Insurance

- Covers personal property and liability
- Does NOT cover the building

9. FACTORS THAT AFFECT YOUR PREMIUM

- Location (crime, weather, fire risk)
- Home value and rebuild cost
- Age and condition of the home
- Coverage limits and deductibles
- Claims history
- Credit score (in most states)
- Safety features (alarms, sprinklers, etc.)

10. WAYS TO SAVE

- Bundle with auto insurance
- Increase your deductible
- Improve home security
- Maintain good credit
- Shop around and compare
- Ask about discounts

11. DISCOUNTS YOU MAY QUALIFY FOR

- Multi-policy (bundle)
- Claim-free
- Security systems
- Smoke alarms
- New home buyer
- Loyalty
- Protective devices

12. WHAT TO DO IF YOU HAVE A CLAIM

1. Contact your insurance company as soon as possible. →
2. Document the damage (photos, videos, receipts). →
3. Prevent further damage if safe to do so. →
4. Meet with the adjuster. →
5. Review settlement and rebuild or repair your home.

13. KEY TAKEAWAYS

- Homeowners insurance protects your home, belongings, liability, and living expenses.
- Know what's covered, what's not, and how much you need.
- Review your policy annually and after major life changes.
- The right coverage today protects your tomorrow.

YOUR HOME IS MORE THAN A HOUSE—IT'S YOUR LIFE. PROTECT IT. | **RIGHT COVERAGE. RIGHT PRICE. TOTAL PEACE OF MIND.**

HEALTH INSURANCE:
PROTECT YOUR HEALTH. PROTECT YOUR WEALTH.

Health insurance helps pay for medical care, protects you from high costs, and gives you access to the care you need.
Plans and options vary—understand your choices and choose the coverage that's right for you.

THE BOTTOM LINE

Health insurance protects your health and your finances. The right plan gives you access to care when you need it—without the stress of unaffordable bills.

1. WHAT IS HEALTH INSURANCE?

A contract between you and an insurance company that helps pay for covered medical expenses.

It helps pay for:

- Doctor visits
- Hospital stays
- Prescription drugs
- Preventive care
- Emergency care
- And more

2. WHERE CAN YOU GET IT?

Employer-Sponsored
Offered by your employer.
Often the most affordable option.

Health Insurance Marketplace
Plans for individuals and families.
Financial help may be available.
Visit HealthCare.gov

Medicare
For individuals 65+ or certain disabilities.

Medicaid/CHIP
For low-income individuals, families, pregnant women and children.

Private Insurance
Plans purchased directly from an insurance company.

3. TYPES OF HEALTH PLANS

- HMO (Health Maintenance Organization)
  Lower premiums, must use network, needs referrals.
- PPO (Preferred Provider Organization)
  Higher premiums, more flexibility, no referrals.
- EPO (Exclusive Provider Organization)
  Lower premiums than PPO, no referrals, but no out-of-network except emergencies.
- POS (Point of Service)
  Combines features of HMO and PPO.
- HDHP (High Deductible Health Plan)
  Lower premiums, higher deductibles. Often paired with an HSA.

4. KEY INSURANCE TERMS

Premium	The amount you pay for your plan (monthly).
Deductible	What you pay before your insurance starts to pay.
Copay	A fixed amount you pay for a covered service.
Coinsurance	Your share of the costs after you meet your deductible (e.g., 20%).
Out-of-Pocket Maximum	The most you'll pay in a year for covered services.
Network	Doctors, hospitals, and providers your plan covers.
Preventive Care	Routine care to keep you healthy—often covered 100%.

5. COVERED SERVICES

Most plans cover:

- Preventive care & screenings
- Doctor visits
- Hospital & surgery
- Prescription drugs
- Mental health services
- Maternity & newborn care
- Emergency services
- Lab tests & X-rays

6. PREVENTIVE CARE: 100% COVERED

Under the Affordable Care Act, most preventive services are covered at no cost when you use an in-network provider.

Examples include:

- Annual physicals
- Vaccinations
- Cancer screenings
- Blood pressure & cholesterol tests
- Well-baby and well-child visits

7. HOW MUCH COVERAGE DO YOU NEED?

Consider:

- Your health needs
- Your budget
- Your doctors and prescriptions
- Your risk for future medical issues
- Your family's needs

8. HOW MUCH WILL IT COST?

Costs vary based on:

- Your age
- Location
- Tobacco use
- Plan type
- Coverage level
- Individual vs. family

Average Monthly Premiums (2024)	
Individual:	$471
Family:	$1,152

Average Annual Deductible (2024)	
Individual:	$1,735
Family:	$3,440

Source: KFF 2024 Employer Health Benefits Survey

9. HEALTH SAVINGS ACCOUNTS (HSA)

HSAs are tax-advantaged accounts available with HDHPs.

- Contributions are tax-deductible
- Grow tax-free
- Withdrawals for qualified medical expenses are tax-free
- Unused funds roll over year to year
- You own the account

2024 HSA Limits (Triple Tax Advantage)	
Individual:	$4,150
Family:	$8,300
55+ Catch-up:	$1,000

You keep the money even if you change jobs or retire.

10. SPECIAL ENROLLMENT

You can enroll outside of Open Enrollment if you have a qualifying life event, such as:

- Getting married
- Having a baby
- Losing other coverage
- Moving
- Divorce

You typically have 60 days from the event.

11. WHAT IS NOT COVERED?

Most plans do not cover:

- Cosmetic surgery
- Experimental treatments
- Long-term care
- Dental (adult)
- Vision (routine)
- Hearing aids

You can buy separate policies for some of these.

12. TIPS TO SAVE MONEY

- Compare plans every year
- Use in-network providers
- Take advantage of preventive care
- Use generic medications
- Consider an HDHP + HSA
- Review your plan during Open Enrollment

13. HEALTH INSURANCE CHECKLIST

- Do I understand my plan's costs (premium, deductible, out-of-pocket maximum)?
- Are my doctors and prescriptions covered?
- Do I know what my plan covers and what it doesn't?
- Have I considered my future health needs?
- Have I reviewed my plan this year?

14. HEALTH INSURANCE BY THE NUMBERS (2024)

91%
of Americans have health insurance.
Source: KFF

$13,020
Average annual cost of family coverage.
Source: KFF

$1,735
Average annual deductible for individual coverage.
Source: KFF

44M+
Americans covered through employer-sponsored plans.
Source: KFF

15. KEY TAKEAWAYS

- Health insurance protects you from high medical costs.
- There are many plan types—choose what fits your needs and budget.
- Understand your plan's costs, coverage, and network.
- Use preventive care and in-network providers to save money.
- Review your coverage every year and when life changes.

GOOD HEALTH IS PRICELESS. THE RIGHT COVERAGE MAKES IT POSSIBLE.

BE INFORMED. COMPARE OPTIONS. PROTECT YOUR HEALTH AND YOUR FINANCIAL FUTURE.

THE POWER OF OWNERSHIP:
WHY HAVING YOUR OWN PRIVATE POLICIES MATTERS.

Employer benefits are a great perk—but they're not portable and they often come with limitations.
Owning your own policies gives you control, stability, and long-term protection.

THE BOTTOM LINE

Your employer benefits can change. Your own policy stays with you—protecting your income, health, and loved ones no matter what.

BENEFIT	EMPLOYER-PROVIDED BENEFITS	OWNING YOUR OWN PRIVATE POLICY	WHY IT MATTERS MOST
LIFE INSURANCE	• Coverage usually limited (1–2x salary) • Coverage ends if you leave or retire • Not always portable or may be expensive to continue • May not be enough to protect your family's future • Beneficiary options may be limited	✓ You own it – stays with you for life (as long as premiums are paid) ✓ Portable – goes with you if you change jobs or retire ✓ Coverage amounts you choose – not limited to a multiple of salary ✓ Can build cash value and tax advantages (with permanent policies) ✓ Full control over beneficiaries and policy design	Provides financial security for your loved ones when you're no longer here—no matter where life takes you.
DISABILITY INSURANCE	• Coverage is often a percentage of salary • Ends if you change jobs or stop working • May not cover bonuses or other income • Benefit period may be short (e.g., 3–6 months) • Definitions may not be as own-occupation friendly	✓ Coverage is yours – not tied to your employer ✓ Protects all income, including bonuses and side income ✓ Longer benefit periods available (to age 65 or longer) ✓ Own-Occupation coverage – protects your specific profession ✓ Inflation protection & future increase options available	Protects your income—your greatest asset—so you can cover bills and maintain your lifestyle if you can't work.
HEALTH INSURANCE	• Ends when you leave your job • Limited plan choices • Higher deductibles and out-of-pocket costs • Network restrictions • No control over annual premium increases	✓ You choose your plan and provider ✓ Coverage stays with you (individual plans are portable) ✓ Access to nationwide networks (PPO options) ✓ More plan types and flexibility ✓ Health Savings Accounts (HSAs) for tax advantages	Protects your health and finances with coverage options that fit your needs today and in the future.

KEY TAKEAWAYS

- **EMPLOYERS CHANGE. YOU DON'T.** Job changes, layoffs, or retirement can take your benefits away.
- **OWNERSHIP = CONTROL.** You decide the coverage, the terms, and the beneficiaries.
- **PORTABILITY PROVIDES PEACE.** Your policies follow you—wherever life leads.
- **PROTECT YOUR LIFESTYLE.** Ensure your family, income, and health are protected no matter what happens.
- **BUILD LONG-TERM VALUE.** Many private policies offer cash value, flexibility, and tax advantages.

THE BIG PICTURE: OWNERSHIP GIVES YOU...

- **Security** Protection that doesn't disappear.
- **Freedom** Make career and life choices without fear.
- **Control** You're in charge of your coverage.
- **Financial Strength** Protect income, assets, and your future.
- **Peace of Mind** Focus on living life—knowing you're protected.

INVEST IN WHAT MATTERS MOST:

You can't control everything—but you can control having the right protection in place.
Own your future. Protect what matters.

LEGAL INSURANCE:
SMART PROTECTION. REAL PEACE OF MIND.

Life happens. Legal issues can be expensive, stressful, and time-consuming. Legal insurance through LegalShield gives you access to affordable legal help when you need it most—so you can protect your rights, your family, and your future.

THE BOTTOM LINE

Access to affordable legal assistance can save you time, stress, and a lot of money. LegalShield puts a law firm in your corner—so you're never alone when legal issues arise.

WHY LEGAL INSURANCE MATTERS

SAVE TIME
Get help from experienced lawyers quickly—so you can spend less time worrying and more time living.

SAVE MONEY
LegalShield can help you avoid expensive hourly rates and unexpected legal bills.

REDUCE STRESS
Have confidence knowing a trusted legal professional is just a phone call away.

PROTECT WHAT MATTERS
From your family to your finances, we help protect your rights and your future.

BE PREPARED
Legal issues can happen at any time. Be ready before you need it.

REAL LIFE EXAMPLES

Contract Dispute: A contractor doesn't finish the job. LegalShield helps you review your contract and resolve the issue—without hiring an expensive lawyer.

Estate Planning: Create or update your will and power of attorney with an experienced attorney—at no extra cost.

Traffic Ticket: Get help with a speeding ticket to protect your record and potentially avoid higher insurance rates.

Debt Collection: A collection agency won't stop calling. LegalShield helps you understand your rights and take appropriate action.

THE POWER OF PREVENTION

Having LegalShield means you don't have to face legal issues alone.
It's affordable protection that can save you thousands.

	WITHOUT LEGALSHIELD	WITH LEGALSHIELD
HOURLY ATTORNEY FEES	$200 – $500+ per hour	Covered – No hourly fees for most issues
SIMPLE WILL PREPARATION	$300 – $1,000+	Included – No extra cost
CONTRACT REVIEW	$150 – $400+	Included – On your plan
TRAFFIC TICKET REPRESENTATION	$250 – $750+	Included – Help when you need it
IDENTITY THEFT RESTORATION	Can cost thousands	Included – Dedicated specialists

An annual LegalShield plan costs less than a night out—but the protection can save you thousands.

WHAT LEGALSHIELD COVERS

PERSONAL LEGAL MATTERS
Contracts, debt collection, name changes, adoption, and more.

FAMILY & LIFE EVENTS
Marriage, divorce, child custody, guardianship, and prenuptial agreements.

ESTATE PLANNING
Wills, living wills, powers of attorney, and healthcare directives.

HOME & REAL ESTATE
Buying/selling a home, landlord-tenant issues, and property disputes.

TRAFFIC & DRIVING
Traffic tickets, license issues, and moving violations.

FINANCIAL & CONSUMER ISSUES
Debt matters, collections, and consumer protection.

IDENTITY THEFT ASSISTANCE
Dedicated specialists to help restore your identity.

No deductibles. No copays. Just affordable protection when you need it.

PROTECT WHAT MATTERS MOST.
PLAN TODAY. PROTECT TOMORROW.

Life is unpredictable. The right insurance coverage brings clarity, confidence, and financial security. A true risk advisor helps you identify gaps, manage risk, and create a plan that protects your income, health, family, assets, and future.

THE BOTTOM LINE

Working with a comprehensive insurance agency and a true risk advisor ensures you have the right coverage, the right amount, and the right price—so you can live with confidence.

WHY WORK WITH A COMPREHENSIVE AGENCY?

OBJECTIVE ADVICE
We analyze your unique situation and provide unbiased recommendations.

ACCESS TO TOP CARRIERS
We work with many A-rated insurance companies to find the best fit for you.

ALL COVERAGE, ONE PLACE
Life, Health, Disability, Long-Term Care, Auto, Home, Umbrella, Business, and more.

EXPERT RISK ADVISORS
We do more than sell policies—we identify gaps, evaluate risk, and build solutions.

CLAIMS ADVOCACY
We're here for you when it matters most, helping you navigate the claims process.

ONGOING SERVICE
Life changes. We review your coverage regularly to keep your protection up to date.

THE TRUE RISK ADVISOR PROCESS

1. **DISCOVER** — We learn about you, your goals, assets, and concerns.
2. **ASSESS** — We analyze your current coverage and identify gaps and exposures.
3. **STRATEGIZE** — We design a customized insurance plan to close gaps and manage risk.
4. **IMPLEMENT** — We shop the market and place the right coverage for you.
5. **REVIEW** — We review annually and adjust as your life and needs change.

WHY GAPS HAPPEN

- Relying on employer benefits (not portable)
- Life changes (marriage, kids, job change, retirement)
- Policies that are outdated or insufficient
- Not understanding coverage limitations or exclusions
- Too much coverage in some areas, not enough in others

THE SOLUTIONS WE PROVIDE

- Identify and close coverage gaps
- Right-size coverage for your needs and budget
- Coordinate all areas of protection
- Tax-efficient and cost-effective strategies
- Compete and shop the market on your behalf
- Ongoing reviews to keep you properly protected

COVERAGE WE PROVIDE

- Life Insurance
- Disability Income Insurance
- Health Insurance (Individual & Group)
- Long-Term Care Insurance
- Medicare Solutions
- Auto Insurance
- Homeowners / Renters Insurance
- Umbrella / Excess Liability
- Business Insurance
- Specialty & Niche Coverage
- And More

One Relationship.
Every Solution.
Total Protection.

WHY IT MATTERS

The right coverage protects your income, health, assets, and loved ones when the unexpected happens.

Peace of mind isn't a luxury.
It's a plan.

YOU DON'T RISE TO THE LEVEL OF YOUR GOALS, YOU FALL TO THE LEVEL OF YOUR SYSTEMS.

A solid insurance plan is one of the most important systems you can build. Let us help you build a plan that protects your life, your loved ones, and your legacy.

LET'S BUILD YOUR PLAN.

We'll identify your gaps, design the right solutions, and help you protect what matters most.

PROTECT TODAY. SECURE TOMORROW.

The best time to plan for your future is before you need it.
We're here to help you every step of the way.

FINANCIAL
LEGACY
BUILDERS

Thank You