

# DEBT FREE 4 LIFE™

## What Is It?

A means of using a life insurance policy to compound interest to pay off debts!

## How Does It Work?

Example: Jennifer Jones has a credit card, an auto loan, and a student loan. Her debts look like this:



Credit Card  
\$6,194  
\$160/mo



Student Loan  
\$39,351  
\$352/mo



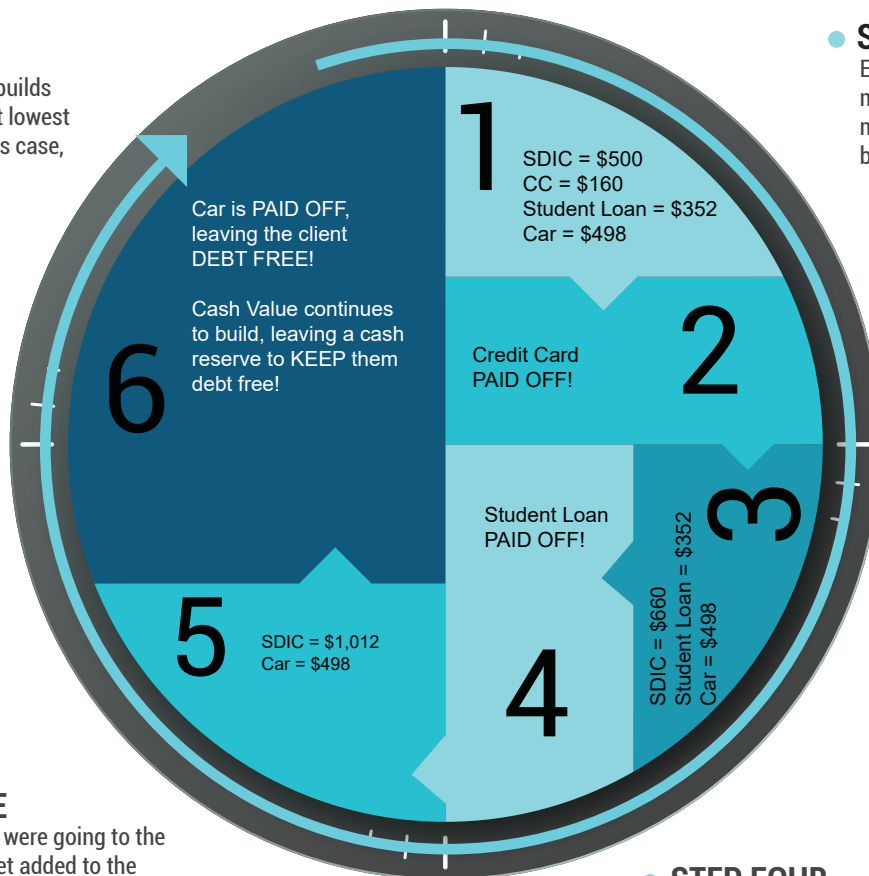
Auto Loan  
\$39,721  
\$498/mo



Jennifer also  
pays \$500  
extra every  
month

### STEP SIX

Once the cash value builds high enough, the next lowest debt is paid off! In this case, it is the final debt!



### STEP ONE

Excess cash is deposited monthly into an SDIC, while minimum payments continue to be made to debts.

### STEP TWO

Once cash value builds high enough, the lowest debt is paid off!

### STEP THREE

The funds that were going to the credit card get added to the amount paid into the SDIC.

### STEP FIVE

The funds that were going to the student loan get added to the amount paid into the SDIC.

### STEP FOUR

Once the cash value builds high enough, the second lowest debt is paid off!

# Who Is a Good Fit?

- Anyone in the household whose health can qualify them for the SDIC.
- Are there additional debts besides the Mortgage?
- Are they contributing excess monies to their debts, 401(k), or Savings, and if not, could they?
- Are they within in a decent age range? The younger the better, but even 70 year olds have taken advantage of this program!

# Introduce the Program

- "Has anyone reviewed with you how to reduce the amount of time it takes to pay off your mortgage?"
- "I've had lots of conversations with clients who are concerned, and looking to take better control of their financial future. Our company has developed the Debt Free 4 Life program, and basically we're just helping people like you pay off their debts in a third of the time, and that includes mortgage, credit cards, student loans, automobile payments. And once the debts are paid off, we're leaving our clients with a substantial account that can potentially be accessed tax-free to help you pay for future spends, and the best part about this is that most people don't add any additional spending to their budget. Would you like to take a few minutes at another time to learn more about this program to help you out? I don't know if this applies to you or not, but are you open to looking?"

# Edify Your Specialist

"I don't do this, but we have a whole team of specialists who are just awesome. My specialist is \_\_\_\_\_. He/She is very thorough, professional and you're going to love him/her. Let me check his/her calendar. He/She is very busy and we want to get you time with him/her as soon as possible."

# Your Specialist's Success = Your Success!

When setting the appointment, make sure they will be available at the time and able to be at a computer. These appointments don't work just over the phone, they need to be able to see the numbers.

Ask to have their debt information available (name of lender, amount owed, interest rate, and minimum payment).

If a MP policy has been sold, and a Needs Analysis completed, please send a copy of that to your specialist. Provide them with any additional information that you have gathered that can help them.