



307: Communication – Do We Tell Everyone?

Study Guide

- 1.) Are financial products part of your plan?
- 2.) Do you like life insurance or dislike it?

Why?
- 3.) If you have life insurance, what is the purpose of your life insurance?
- 4.) Do you understand the type(s) of life insurance policy(s) that you have?
- 5.) What type or types of life insurance do you have?
- 6.) If you have a permanent life insurance, are you 100% confident in the death benefit?
- 7.) Do you have long-term-care insurance?
 - a. Have the premiums ever gone up?
 - b. How long will the coverage last or how much coverage do you have?
- 8.) Do you have any annuities?
 - a. Do you understand how they work or what the benefits are?
 - b. Are the annuities for you or for your children?