



PRESENTED BY HUNG QUACH

FEB 2021

LIFE INSURANCE

**INTRODUCING
ANWO USA**



WE ARE ANWO USA

- ❖ A New World of Opportunity Team was founded in 2012 by Hung T. Quach.
- ❖ A New World of Opportunity Team works in association with World Financial Group Inc. We are in no way endorsed, or sponsored by World Financial Group Inc., and our activities are independently committed.
- ❖ A New World of Opportunity Team is dedicated towards assisting people in realizing their dreams, achieving their goals, and reaching financial independence.
- ❖ We offer services within the financial industry, along with training programs and support to help new associates find success with this Team.
- ❖ We believe in equal opportunity for all and in helping people move from dreaming to doing.



OUR PARTNERS



LIFE INSURANCE BASICS

Term
Life Insurance



vs.

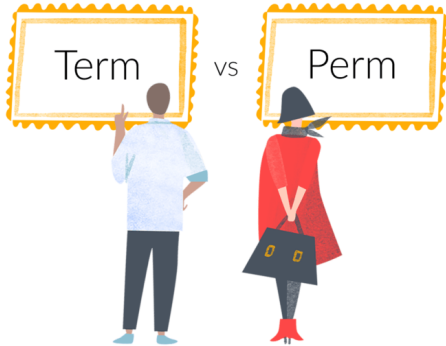
Permanent
Life Insurance





Term vs. Perm

Term Life



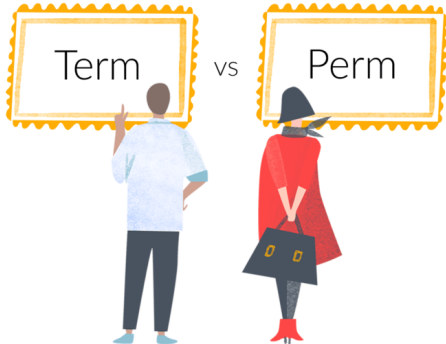
Term Life Insurance Coverage

- ❖ Term provides life insurance protection for a specified period of time.
- ❖ The typical term periods offered are 10, 15, 20, and 30 years.
- ❖ Term Life insurance pays a federal income tax-free death benefit* to the beneficiaries if the insured dies during the specified time period.



Term vs. Perm

Term Life



Lower Premiums

Term life insurance is generally less expensive than permanent life insurance which can be important for people and families on a tight budget.

Convertibility

Many, but not all, term life products offer a conversion provision. This provision allows the policy owner to convert their term life insurance policy into a permanent life insurance policy with no further proof of insurability. A conversion feature can be valuable because as your life changes, so do your life insurance needs.

Renewability

After the initial term period is reached, many term policies have the option to renew coverage with no further proof of insurability, but at higher annual premium rates.

Doesn't Carry a Cash Value

Unlike permanent insurance products, term life insurance products do not accumulate cash value.



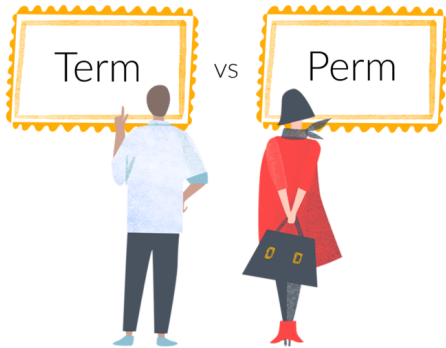
Term vs. Perm

Perm Life

Permanent Life Insurance Coverage

- ❖ Permanent life insurance products provide you with life insurance protection for your lifetime. Just like all other life insurance products it pays a federal income tax-free death benefit to the beneficiaries if the insured dies while the policy is in force.*

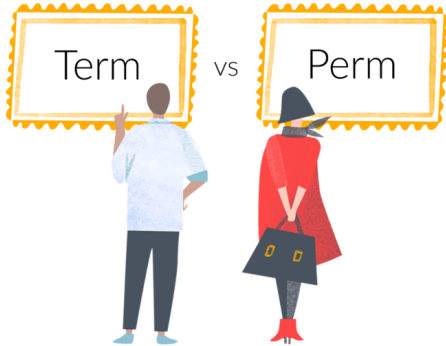
* *IRS SEC. 101(a)(1) and IRC Reg 1.101-1*





Term vs. Perm

Perm Life



Flexible Premium Payments

Certain permanent life insurance products offer flexible premium payments. This feature allows you to potentially increase, decrease, or even skip payments during the life of the policy, if the policy value is sufficient to cover the monthly deductions.**

Tax Advantages

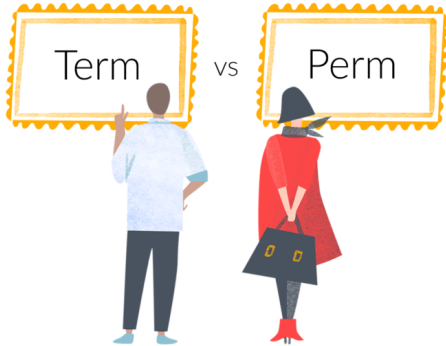
Life insurance contracts meet specific IRS requirements that make them eligible for favorable tax treatment.

*** Distributions such as loans and withdrawals can only be made if the policy has been in force long enough and has accumulated sufficient value.*



Term vs. Perm

Perm Life



Tax Deferred Cash Value Component

All permanent life insurance products have a cash value component. After monthly deductions are taken, net premiums may be allocated to a fixed account, an index account or subaccounts depending on what type of life insurance policy is purchased. Index universal life insurance policies offer a fixed account as well as an index account in which interest is credited, based in part, on changes in an external index. Variable universal life policies offer a variety of subaccounts or investment options to which a policy owner can direct net premiums based on their individual risk tolerance and investment goals. The return and principal value of the subaccounts will fluctuate and may lose value. Taxes are not paid on any gains in the policy during years in which they are earned or while they remain in the policy.

Tax Favored Living Benefits

A portion of the cash value of permanent life insurance products can be accessed through tax advantaged policy loans and cash withdrawals, if the net surrender value is sufficient.**

WHY. WHAT. HOW

WHY TERM?

Term
LIFE
INSURANCE



WHY TERM?

- ✓ Offers flexibility to select coverage for a specific length of time
- ✓ Provides cost-effective alternative to permanent coverage
- ✓ Contains conversion feature to help meet future needs

TERM
LIFE
INSURANCE





Why Term?

The Need

Meet Jon and Suzy, a newly married couple in their early thirties. Suzy is pregnant with their first child and they just recently bought a new home.

They both realize their need for life insurance, but don't have a very large budget to work with.

Since they are a two-income family, they are concerned with paying mortgage payments on their home while maintaining the same lifestyle they've grown accustomed to if something were to happen - especially with a baby on the way.





Why Term?

The Solution

During their meeting with their professional life insurance agent, Jon and Suzy learned that term life insurance is the most appropriate fit for their needs and fits into their budget. It also can provide up to 30 years of coverage, which could be used for future mortgage payments, if either Jon or Suzy were to die unexpectedly. Additionally, their policy included a conversion feature should their goals or objectives change. The feature allows them to convert the term policy to a permanent policy with an equal amount of coverage without having to prove insurability.





Why Term?

Term Life and You

This is just one example of how term life insurance may work for you.

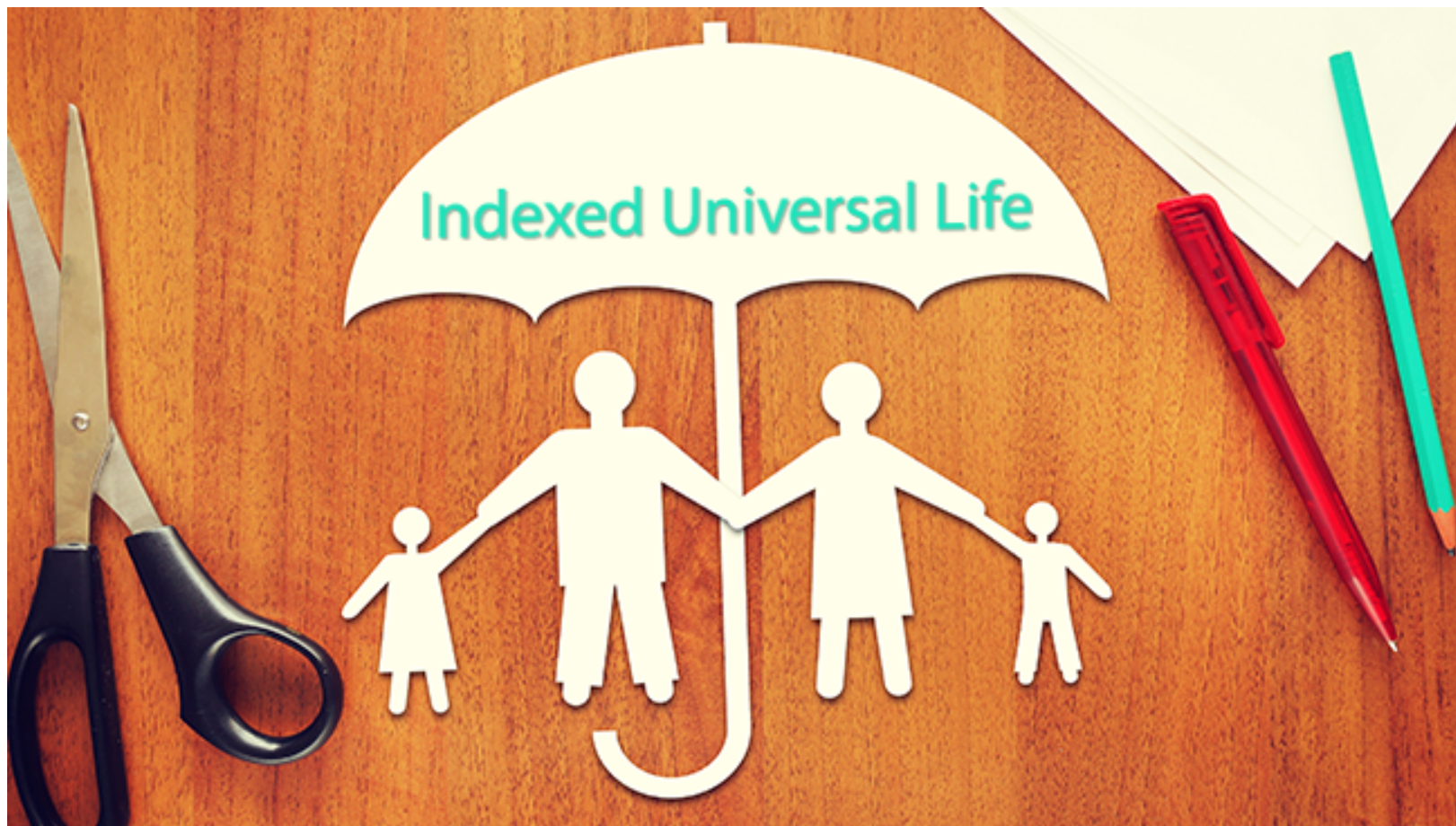
Your life insurance agent will be able to discuss what product would work best in your unique situation.

Life insurance is one of the most important decisions you will ever make.

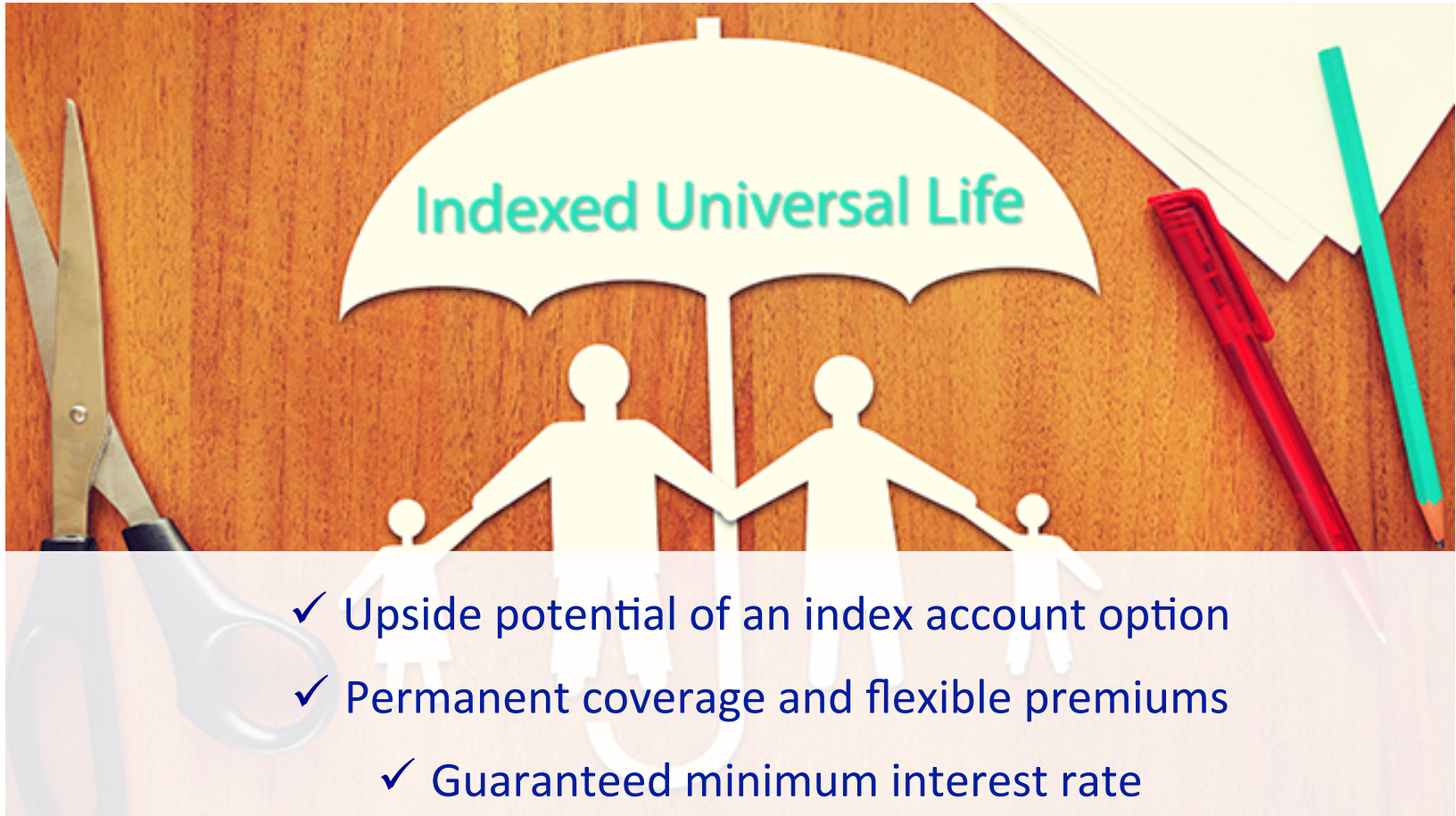
Contact a financial professional today!



WHY INDEX UNIVERSAL LIFE?



WHY INDEX UNIVERSAL LIFE?



- ✓ Upside potential of an index account option
- ✓ Permanent coverage and flexible premiums
 - ✓ Guaranteed minimum interest rate



Why Index Universal Life?

The Need

Jon and Suzy are a newly married couple in their early thirties. Suzy is pregnant with their first child and they just recently bought a new home. They realize the need for insurance, but don't know what kind would best fit their needs. They want a policy with lifetime coverage and the flexibility to change as their family's lifestyle and needs change. Jon and Suzy have long-term goals, such as funding their child's college education. So, they are interested in a policy that offers the potential for greater cash value accumulation when compared to traditional life insurance policies and they also minimum interest rate guarantees*.





Why Index Universal Life?

The Solution

After meeting with their professional life insurance agent, Jon and Suzy agreed that an index universal life (IUL) policy best fits their needs. It provides the insurance coverage that can help ensure the family's standard of living, in the event of the death of the insured, or fund their child's education. The policy also offers options to change death benefit amounts or adjust premium payment schedules within certain limitations. The IUL also addresses their desire to accumulate cash value in the policy.





Why Index Universal Life?

Index Universal Life and You

This is just one example of how index universal life insurance can work for you.

Your life insurance agent will be able to discuss what product would work best in your unique situation. Life insurance is one of the most important decisions you will ever make.

Contact a financial professional today!

** Any guarantees associated with the policy are based on the claims paying ability of the issuing insurance company.*



WHY VUL?

AN ULTIMATE GUIDE TO


VUL INSURANCE



WHY VUL?

AN ULTIMATE GUIDE TO

VUL INSURANCE

- ✓ Permanent protection with flexible premiums
 - ✓ Subaccount options offer significant cash accumulation potential
 - ✓ Access cash value through policy loans and withdrawals
- 



Why VUL?

The Need

Jon and Suzy are a newly married couple in their early thirties. Suzy is pregnant with the couple's first child and they have just recently bought a new home. They know that they need life insurance coverage, but are not sure where to begin. Jon and Suzy want a life insurance policy that can help cover their financial obligations should one of them die. In addition, they want a policy that is suited for their long-term goals, such as sending their child to college and perhaps fulfilling the dream of one day owning a boat.





Why VUL?

The Solution

After meeting with their professional life insurance agent, Jon and Suzy determined that a variable universal life (VUL) policy may help achieve their needs. Jon and Suzy also understand the risk and return potential associated with the underlying investment options in the VUL.

The flexible options the VUL provides will allow them to change the amount of coverage or premium payment schedules* to help accommodate some of their future goals.

The VUL's investment options can range from conservative to aggressive, provide potential cash value accumulation that they may later access through tax advantaged loans and withdrawals**.





Why VUL?

Variable Universal Life and You

This is just one example of how variable universal life insurance can work for you. Your life insurance agent can help you decide what product would be appropriately suited for your unique situation. Life insurance is one of the most important decisions you will ever make.

To learn more about how a VUL can help you, contact a financial professional today!





Why VUL?

The preceding scenario is intended to provide a generic summary of the features and benefits of variable universal life insurance (VUL) policies. Please contact your financial professional for a prospectus that contains information about VULs including fees, investment objectives, surrender charges, risks, expenses and other important information about VULs. If you are considering purchasing a VUL, please carefully consider all these important factors and read the prospectus carefully before investing. VULs product subaccounts are subject to market risk and may lose value.

**Fluctuations in performance and/or policy charges may require the payment of additional premium payments to keep a policy in force.*

***Distributions such as loans and withdrawals can only be made if the policy has been in force long enough to accumulate sufficient value.*

FUNDAMENTALS



FUNDAMENTALS



The various types of life insurance products available can seem overwhelming. In reality, life insurance is not that difficult to understand when you realize that the different policies are designed for a particular situation or objective. The following information may help you decide what type of policy is right for you.

FUNDAMENTALS

level pay coverage
family security person
coverage doctor cover life
doctor provider service
care injury heart policy safe
cost flu system accident protection cover individual
healthcare surgery bill insurance ill protection
coverage illness safe patient member sick children surgery person security life
cost illness safety family injury safety surgery children safe expenses
individual patient health LIFE risk accident coverage person
care money pay life covered security family safe covered
doctor family system plan covered health plan ill security pay
cost safe risk INSURANCE pay money
medical sick surgery life sick money security person health provider sick medical family
policy ill injury money service health provider life sick injury life
security safety children illness service life surgery ill surgery policy
cover safe group protection safe cover safety children medical
safe group individual safe cost group
cost injury children individual safe cost group
accident flu doctor health flu security
illness safe life sick health flu system plan
system surgery flu system plan
level medicine coverage
cost pay doctor benefits
injury member
accident level
care
risk life
pay
life



level pay coverage
family security person
coverage cost doctor cover life
doctor provider service
care injury heart policy safe
cost flu system bill insurance ill protection
healthcare surgery healthy sick ill children surgery person security life
coverage illness safe patient member money expenses
cost illness safety family injury safety surgery children safe
individual patient health LIFE INSURANCE covered risk accident coverage person
care money pay life covered security family safe covered
doctor pay risk pay money

WHY LIFE INSURANCE?

policy ill injury money security person health provider
security safety children illness service life sick injury life
cover safe group protection safe surgery ill risk surgery policy
safe cost injury children individual safe cost group
accident flu doctor health flu security
illness safe life sick health flu system plan
system surgery flu system coverage
level medicine coverage
cost pay doctor benefits
injury member
accident level
care risk life
pay life





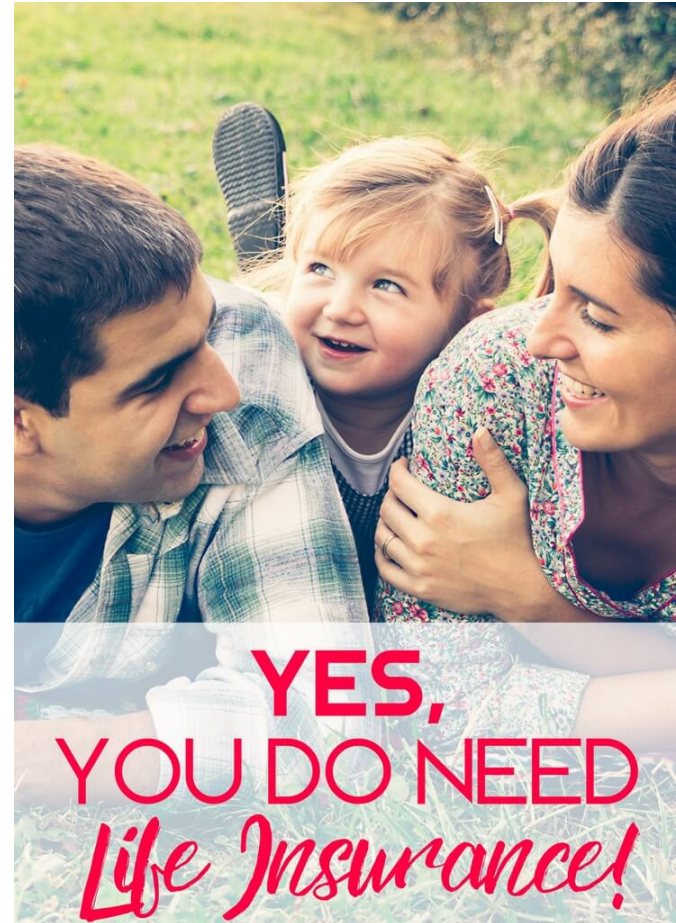
Why Life Insurance?

Are you married?

If something were to happen to you, would your spouse be able to continue with the standard of living that they have become accustomed to?

Do you have children?

What if you were not around to provide for your children's future?





Why Life Insurance?

Are you in debt?

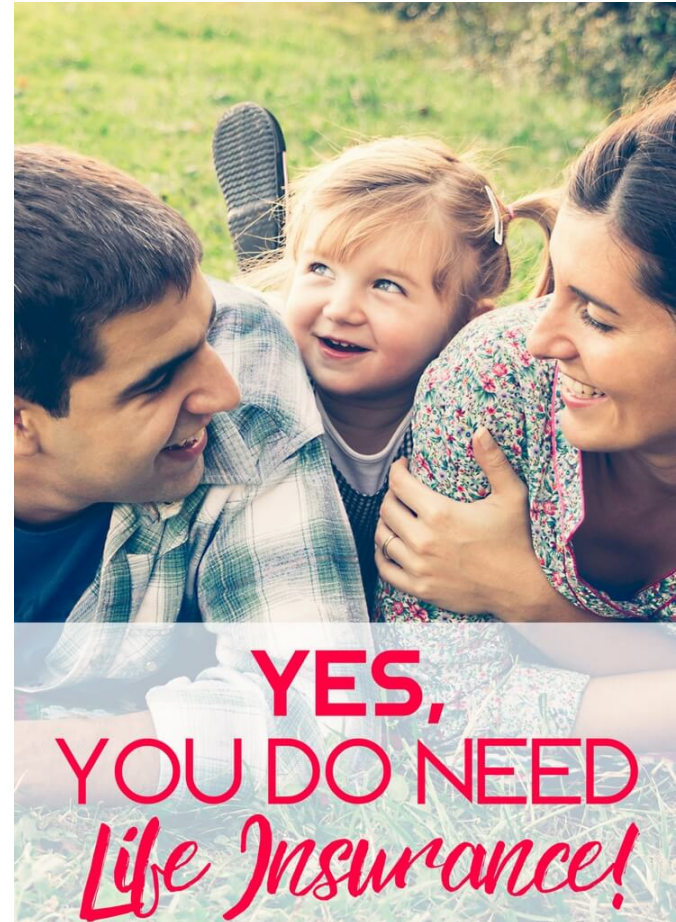
Do your loved ones have the resources to pay your financial obligations if you are no longer around?

Do you own a home?

Will your loved ones be able to continue living in the home that you've worked so hard for?

Do you own a business?

What would happen to your business if you or one of your key employees were not around to run it?

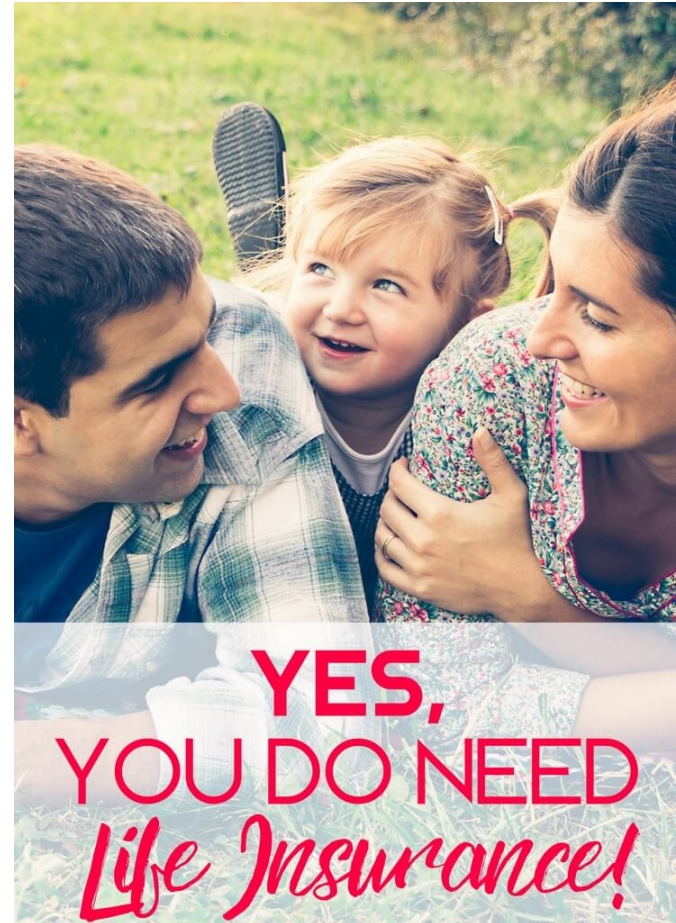




Why Life Insurance?

Are you planning to pass your assets to your loved ones?

Did you know that some individuals may lose a significant amount of their assets to estate taxes?





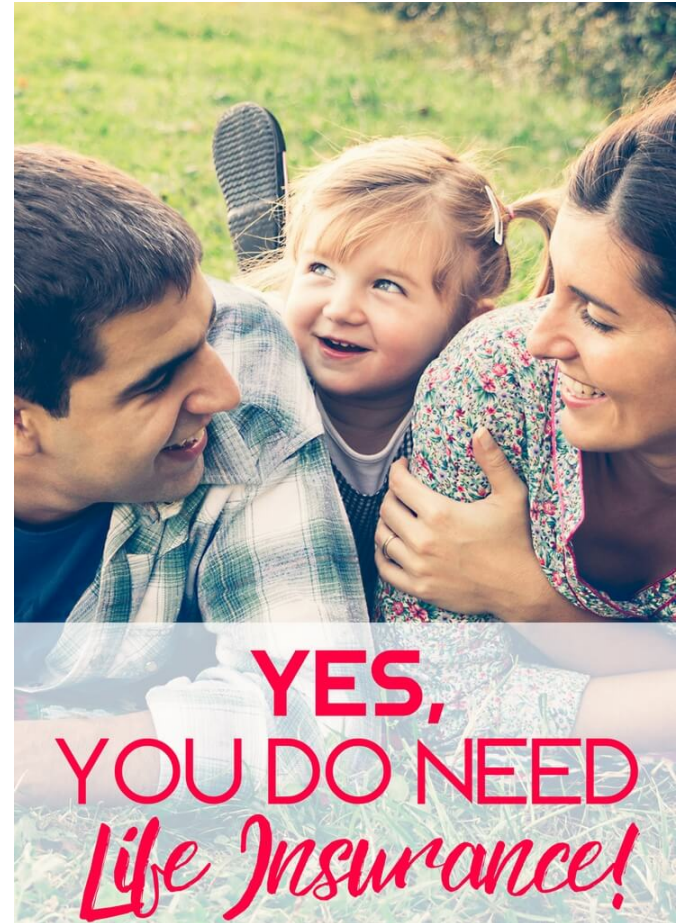
Why Life Insurance?

Have you thought about supplementing your retirement?

About 18% of adults think they'll have more than enough saved to retire in comfort¹. Will you be able to retire on your own terms?

Is there enough in savings?

Do you have an emergency cash reserve to cover life's unexpected events?



**WHAT DETERMINES MY
LIFE INSURANCE NEEDS?**



What determines my life insurance needs?

Well it depends on your situation...

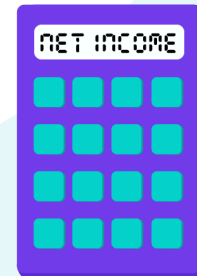




What determines my life insurance needs?

Replacing Annual Income

- This may seem like an obvious reason to have life insurance, but it is extremely important to make sure that your loved ones are provided for in the case of a tragedy.
- In 2014, the median household income was \$53,8911



Hourly rate x 2,000
Daily rate x 250
Weekly rate x 50
Monthly rate x 12



What determines my life insurance needs?

College Costs for Children

- The cost of sending a child to college is increasing every year. Life insurance may be a way to fund your children's college education.
- The average cost of private four-year college is \$42,419 per year².
- The average cost of public four-year college is \$18,943 per year².





What determines my life insurance needs?

Value of your Services at Home

- These services can range from child care to mowing the lawn. It is any service that would need to be replaced if you were no longer there to provide it.
- Your services at home are often overlooked. If paid, a stay at home parent would earn \$118,905 annually³.





What determines my life insurance needs?

Final Expenses

- Final expenses are something no one wants to think about, but they can add up quickly.
- The average funeral cost today is between \$7,000-\$10,000⁴.





What determines my life insurance needs?

Debt

(Mortgage, Credit Card, etc)

- Life insurance death benefit proceeds are federal income tax free, and may pay off or reduce any outstanding debt.
- The average American home mortgage debt is \$155,1925.
- The average credit card debt per household in the United States is \$15,6115.





What determines my life insurance needs?

Employer Provided Benefits

- Any employer sponsored life, health, or disability insurance benefit may have to be replaced in the event of a tragedy.
- Over the past decade, health care premiums have risen 89%⁶.



COMMON USES OF LIFE INSURANCE



Common uses of life insurance

Common Use	Term	IUL	VUL
Pay final expenses (funeral cost, <u>etc</u>)	✓	✓	✓
Pay off mortgage, other debts	✓	✓	✓
Salary replacement	✓	✓	✓
Provide college fund	✓	✓	✓
Key person coverage	✓	✓	✓
Pay estate taxes		✓	✓
Supplement retirement income		✓	✓
Provide access to cash value as needed		✓	✓
Fund buy-sell agreement		✓	✓
Fund non-qualified deferred compensation arrangement		✓	✓

WHAT IS THE VALUE OF A FINANCIAL PROFESSIONAL



What is the Value of a Financial Professional

Hopefully this overview will help you consider your life insurance needs.

However, the best way to make sure your life insurance needs are met is to utilize the services of a financial professional who is a qualified insurance agent. It is common to need the services of a professional.

For example, if you have a cavity, more than likely you would go to the dentist rather than fix it yourself. The same holds true when talking about your financial well being and making sure that your loved ones are financially protected. Understanding your life insurance needs can be difficult, but luckily you are not alone.





What is the Value of a Financial Professional

What can a financial professional do for you?

A Policy For You

The Lasting Relationship

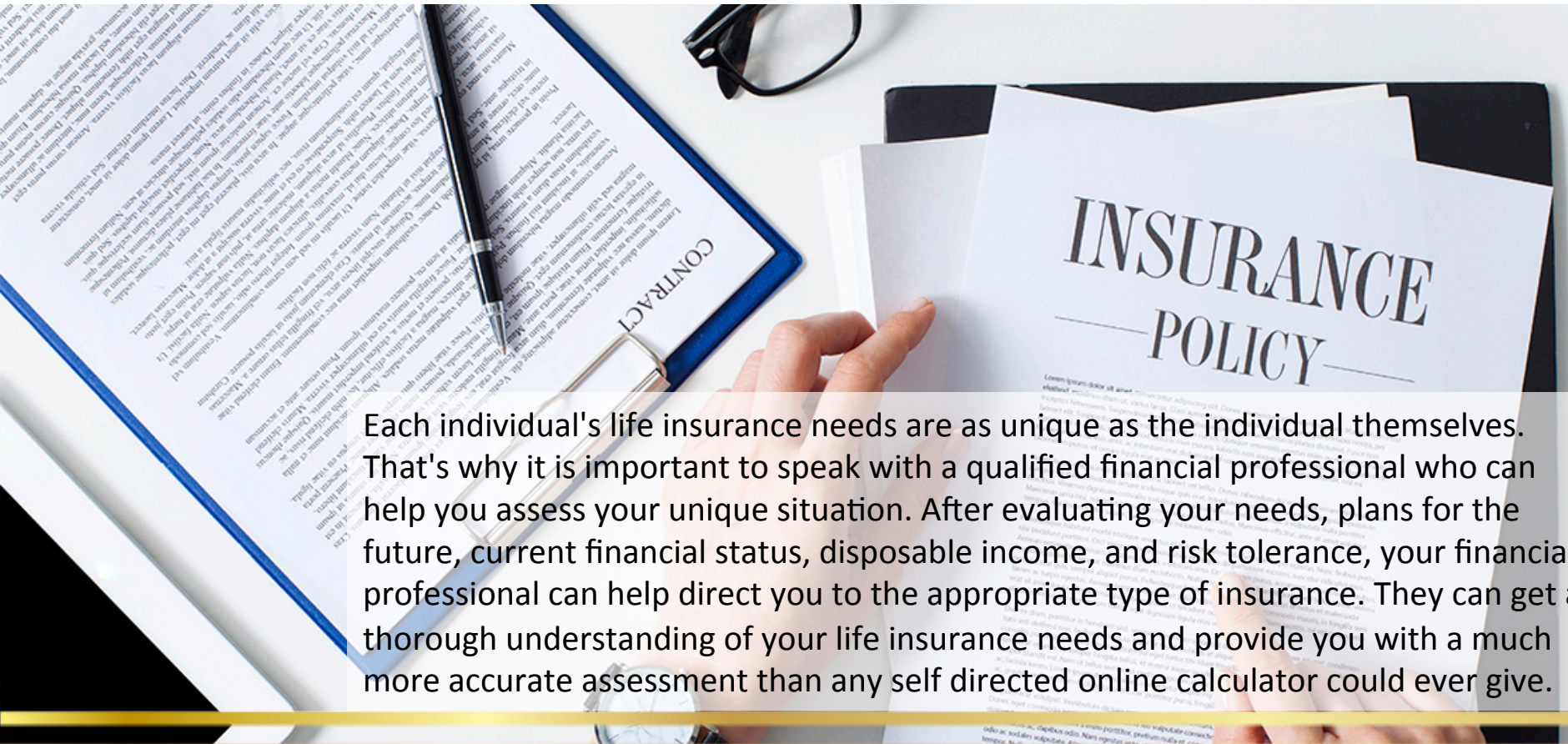
Qualified Professionals





What is the Value of a Financial Professional

A Policy For You



Each individual's life insurance needs are as unique as the individual themselves. That's why it is important to speak with a qualified financial professional who can help you assess your unique situation. After evaluating your needs, plans for the future, current financial status, disposable income, and risk tolerance, your financial professional can help direct you to the appropriate type of insurance. They can get a thorough understanding of your life insurance needs and provide you with a much more accurate assessment than any self directed online calculator could ever give.



What is the Value of a Financial Professional

The Lasting Relationship

As your life situation changes, so do your life insurance needs. And having someone there for you is essential. Your life insurance coverage should reflect important changes in your life such as marriage, the birth of a child, a move, or a new job. Aside from these momentous events, a good rule of thumb is to review your coverage annually with your financial professional.



What is the Value of a Financial Professional

Qualified Professionals

All Transamerica Life Insurance financial professionals must actively hold a state issued life insurance producer's license to sell any of Transamerica Life's products. The only way that this license can be acquired is by passing the state life insurance test that is offered by each state's insurance commissioner. Along with passing the test, producers must also stay current on what is happening in the industry, which is done by completing a certain amount of continuing education courses required by each state.

“

Let I show you
A simple way to
understand an Indexed
Universal Permanent life
insurance policy

”



ASK YOURSELF

**CAN YOU SAVE
\$10 A DAY?**





HOW TO SAVE MONEY

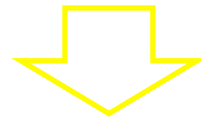
% interest



\$300/mo

After 1 year: \$3,600 + INT - TAX

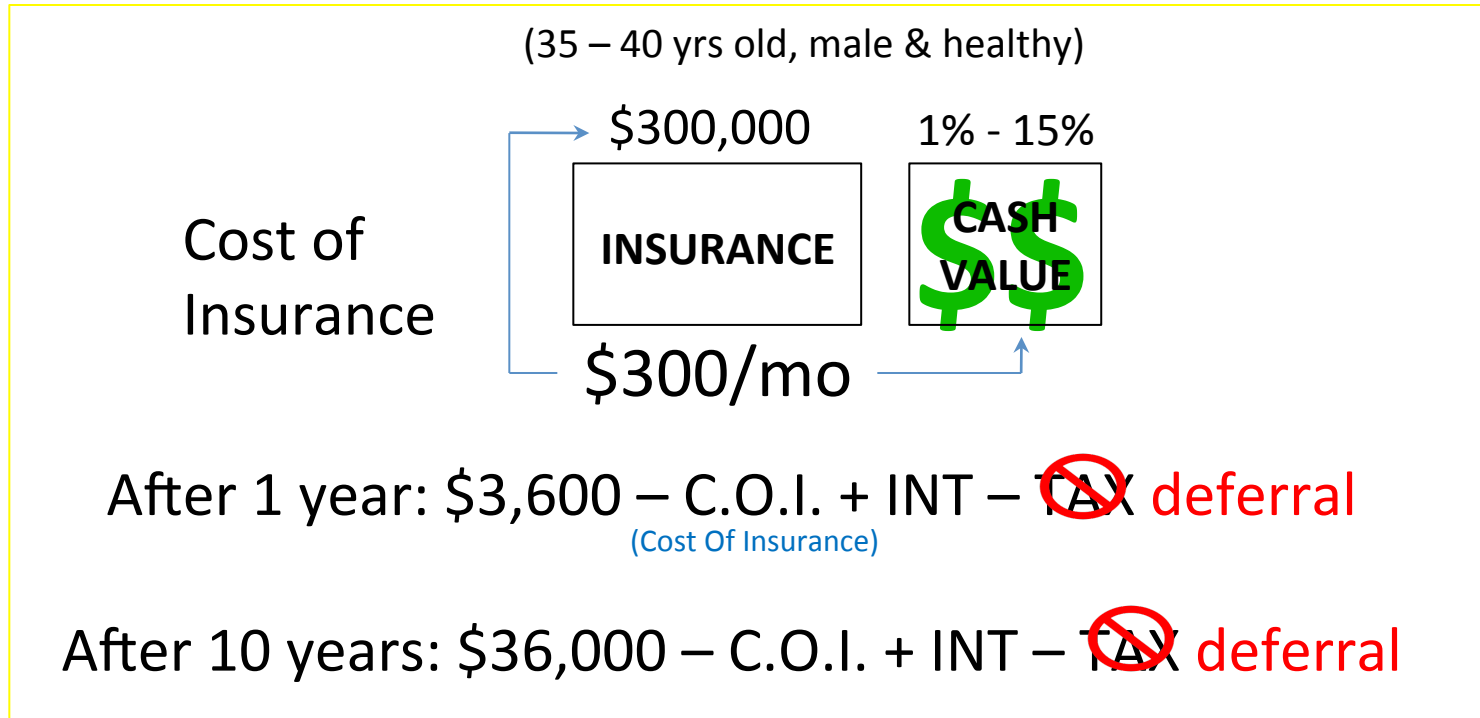
After 10 years: \$36,000 + INT - TAX



\$36,000 + INT - TAX



HOW TO SAVE MONEY



\$300,000 + Cash Value - ~~TAX~~



HOW TO SAVE MONEY

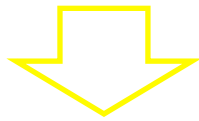
% interest



\$300/mo

After 1 yr: \$3,600 + INT - TAX

After 10 yrs: \$36,000 + INT - TAX



\$36,000 + INT - TAX

\$300,000

1% - 15%

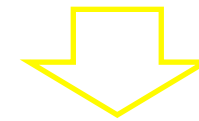
INSURANCE

CASH
VALUE

\$300/mo

After 1 yr : \$3,600 - C.O.I + INT - ~~TAX~~ deferral

After 10 yrs: \$36,000 - C.O.I + INT - ~~TAX~~ deferral



\$300,000 + Cash Value - ~~TAX~~

IF YOU HAVE \$300, WHERE WOULD YOU PUT IT?



I AM YOUR LIFE INSURANCE POLICY



You and I have similar purposes in this world.

It is your job to provide food, clothing, shelter, schooling, medicine, and other things for loved ones. You do this while I lie in your safe deposit box.

I have faith and trust in you. Out of your earnings will come the cost of my upkeep. At times, I may appear insignificant to you - but someday (and who knows when) you and I will change places.

When you are laid to rest, I will come alive and do your job. I may be used to help provide food, clothing, shelter, schooling, medicine, and other things your family will continue to need - just as you are doing now. When your work and labor are done, mine will begin. Through me, your hands carry on.

Whenever you feel the price you're paying for my upkeep is burdensome, remember that I can do more for you and your family than you will ever do for me.

If you do your part, I will do mine.

Sincerely yours,

Your life insurance policy.





THANK YOU !