

2017 MDRT Annual Meeting e-Handout Material

Title: The Power of Words

Speaker: Bhupinder S. Anand, ACII, Dip PFS

Presentation Date: Tuesday, June 6, 2017

Presentation Time: 3:30 - 5:00 p.m.

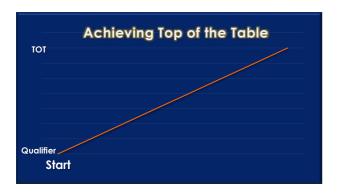
Session Room: Hilton - Orange Ballroom DE

The Million Dollar Round Table* (MDRT) does not guarantee the accuracy of tax and legal matters and is not liable for errors and omissions. You are urged to check with tax and legal professionals in your state, province or country. MDRT also suggests you consult local insurance and security regulations and your company's compliance department pertaining to the use of any new sales materials with your clients. The information contained in this handout is unedited; errors, omissions and misspellings may exist. Content may be altered during the delivery of this presentation.

Bhupinder S. Anand. ACII. Dip PFS	
Bhupinder S. Anand, ACII, Dip PFS The Power of Words	
MDRT	



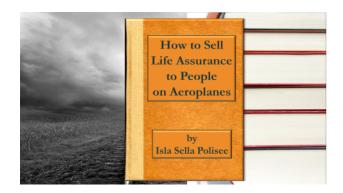




Achievin	ng Top of the Table	
Qualifier Start	One Year	

What do People Want?





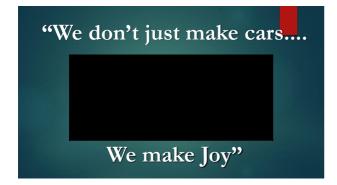












"We realised a long time ago that
What you make people
feel is just as
important as what
you make"







_	











What do you look for from a Financial Adviser?

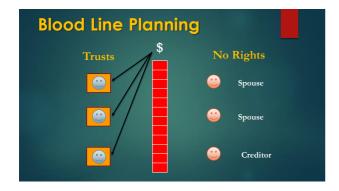




Family Trust









What is your Financial Legacy?

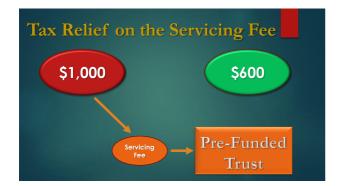
You Have a Debt on Your Estate















	10
Self Cancelling Loan	

What is preferable:

A loan with interest of 5% p.a.

Or a loan at 5.5% which is repaid upon death or critical illness

Loaded / Rated Cases

Accepted on Normal Terms

For Someone in Your Condition

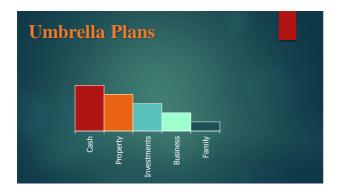
Increase the Case Value

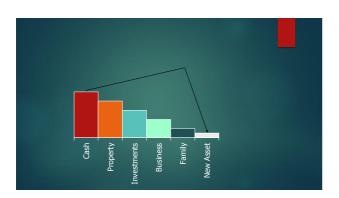
Quote Maximum Cover Post-Underwriting



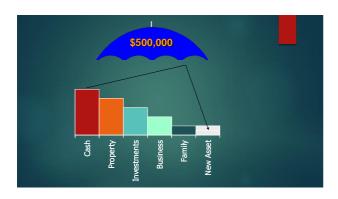


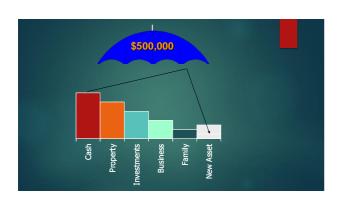


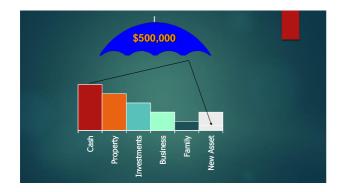


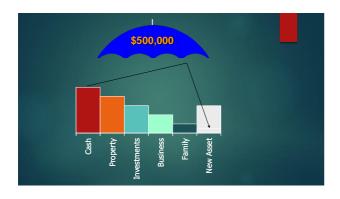


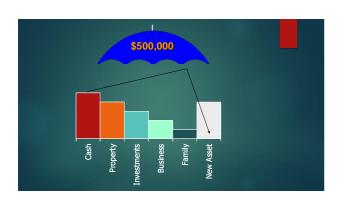


















"I"	don't	believe	in
	insuı	rance"	

"God	will	take	care	of	me"
I	agre	ee.			

Who do you think sent me here?

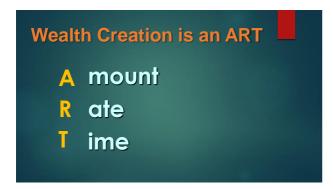
"I'll Think About it"

That's fine...

Do you have your date

of death in your diary?















"The significant problems that we face cannot be solved at the same level of thinking we were at when we created them"



Thank You!	