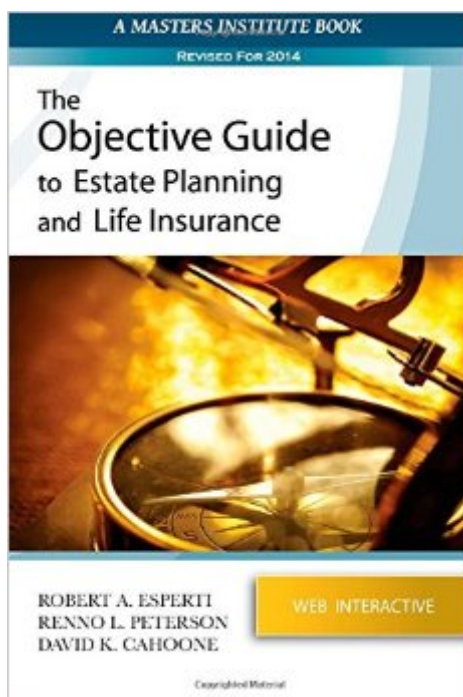


The book was found

The Objective Guide To Estate Planning And Life Insurance



Synopsis

Revised for 2014 Life insurance, just as any other financial tool, should only be used when there is an objectively-defined need. Nationally preeminent estate planning attorneys and authors, Robert A. Esperti, Renno L. Peterson, and David K. Cahoone, wrote the Objective Guide to help professional planners and their clients determine if life insurance is appropriate to meet real rather than illusory planning needs. They are the authors of the best-selling book, *Loving Trust*, as well as the recently released *Protect and Enhance Your Estate*. They have written 29 books for professionals and the public. For more information, go to www.espertipetersoncahoone.com. The Objective Guide is unique in that it incorporates the best of the Internet and the printed word. Clients, working with their advisors, can obtain access to professionally created interactive tools, including the Life Insurance Diagnostic Test[®], Life-Dat[®], Life-Calc[®] and Life-Retire-Plan Calc[®]. The Guide begins with 20 case stories, which represent 20 of the most common family situations in which life insurance is the best "or only" solution to the planning facts. A vast majority of clients will recognize themselves, in whole or in part, in these case stories. Part Two of the Guide introduces and explains the Life-Dat[®], an on-line test which takes only a few minutes to complete. It immediately generates a Results Report that determines which of the case stories, if any, applies to him or her. The client and his or her advisor can then read the suggested case stories and decide if they reflect the client's situation. If so, the client and advisor can then take the appropriate next steps. Part Three explains the two on-line calculators. Assuming the Life-Dat[®] suggested that life insurance was applicable, Life-Calc[®] can help clients determine how much life insurance they need. While many advisors have access to their own calculators, Life-Calc[®] is a simple and useful method to begin the process of determining how much life insurance coverage is appropriate. The Life-Retire Plan Calc[®] is for wealthier clients who have retirement plans that may be useful in providing funds for life insurance premiums. Part Four is a helpful survey of estate planning. For those who have not yet planned their estates, and even for those who have planning in place, these chapters have some eye-opening facts that will help in understanding, implementing, and improving estate planning. While the Objective Guide alone will be helpful for many clients and advisors, in order to take full advantage of the power of the Guide, advisors must first be allowed access to the Life Insurance Diagnostic Test[®]. Please go to www.epcmethod.com to learn how to subscribe to the Life Insurance Diagnostic Test[®]. (0914)

Book Information

Paperback: 222 pages

Publisher: Quantum Press; First Edition Revised edition (September 1, 2014)

Language: English

ISBN-10: 0990781801

ISBN-13: 978-0990781806

Product Dimensions: 6 x 0.5 x 9 inches

Shipping Weight: 13.9 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (2 customer reviews)

Best Sellers Rank: #1,333,893 in Books (See Top 100 in Books) #152 inÂ Books > Business & Money > Insurance > Life

Customer Reviews

Prompt delivery, good quality product; Would buy again! Thank you.

Very thorough, very current, very readable.

[Download to continue reading...](#)

The Objective Guide to Estate Planning and Life Insurance INSURANCE: The Ultimate How-To Guide on Deciding What Insurance Is Right for You (Insurance, Insurance policies, AIG story, Risk Management, Coverage, Life insurance, Book 1) Event Planner: The Art of Planning Your Next Successful Event: Event Ideas - Themes - Planning - Organizing - Managing (Event Planning, Event Planning ... and Organizer - How To Guide Books Book 1) Real Estate: 25 Best Strategies for Real Estate Investing, Home Buying and Flipping Houses (Real Estate, Real Estate Investing, home buying, flipping houses, ... income, investing, entrepreneurship) Car insurance book: A Complete Guide to Car insurance (Auto insurance book, Understanding your car insurance) Life Insurance Made Easy: A Quick Guide - Whole Life Insurance Policy and Term Life Insurance Coverage Questions Answered Real Estate: 30 Best Strategies to Prosper in Real Estate - Real Estate Investing, Financing & Cash Flow (Real Estate Investing, Flipping Houses, Brokers, Foreclosure) Principles of Corporate Finance (The McGraw-Hill/Irwin Series in Finance, Insurance, and Real Estate) (McGraw-Hill/Irwin Series in Finance, Insurance and Real Estate (Hardcover)) A Guide to MAKING IT in Real Estate: A SUCCESS GUIDE for real estate lenders, real estate agents and those who would like to learn about the professions. 2015 Field Guide to Estate Planning, Business Planning & Employee Benefits (Tax Facts) Agile Product Management: (Box Set) Agile Estimating & Planning Your Sprint with Scrum and Release Planning 21 Steps (agile project management, agile software ... agile scrum, agile estimating and planning) How to Start Your Own Real Estate

Photography Business!: A Step-by-Step Guide to Show You How to Begin Your Own Real Estate Photography Business in 14 ... for real estate, photographing houses) Event Planning: Event Planning and Management - How to Start Successful Event Planning Business! Objective C Memory Management Essentials Book 2: Flying With Objective-C - iOS App Development for Non-Programmers: The Series on How to Create iPhone & iPad Apps Bulugh Al-Maram: Attainment of the Objective According to Evidence of the Ordinances Robert Ludlum's The Bourne Objective Florida Real Estate Law and Practice Explained (All Florida School of Real Estate - Florida Real Estate Mastery) (Volume 1) Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate Real Estate Principles: A Value Approach (McGraw-Hill/Irwin Series in Finance, Insurance and Real Estate (Hardcover))

[Dmca](#)