

Life



Income Protection

Using life insurance to protect those closest to you

Client brochure

Life insurance products are issued by North American Company for Life and Health Insurance®





Protect your family from the loss of your contributions

No one likes to think about what their family would do if the worst should happen, but it's an important thought to consider as part of a solid financial plan. If you're concerned about what would happen if something happens to you or your spouse, it may be time to consider life insurance.

The loss of income and household contributions can be a worry for many families. Everyday expenses—utilities and food, childcare, education, health care, housing—may be a challenge to meet with a reduced household income. Realization of financial goals could be jeopardized if contributions to retirement or college funds were to end. Obtaining services that were provided by a non-income-earning spouse—housekeeping, childcare, bookkeeping—could burden your family with additional expenses. With life insurance, you gain death benefit protection that can help your family pay the mortgage, utility bills, and other expenses if you or your spouse were to die.

Income protection

Life insurance for income protection is a financial strategy that uses either term or permanent life insurance to provide death benefit protection for your beneficiaries. It isn't a new strategy—in fact, it lies at the heart of what life insurance is all about. In this brochure, we'll explore how you can determine your needs and protect your loved ones' futures.

| KEY QUESTIONS | MEETING OBJECTIVES WITH LIFE INSURANCE |
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| Why life insurance? | The death benefit can help your beneficiaries replace your income and/or contributions to your family in case the unexpected happens. |
| Who can benefit? | Anyone with a need for death benefit protection can use the income protection method for determining need. |
| How does it work? | Your agent can help you determine your need and design a life insurance policy that works for you. |

Why life insurance?

A solid financial plan often begins with life insurance. In the event of death, the proceeds are distributed to your beneficiaries generally income tax-free, helping to preserve their current lifestyle.

Who can benefit?

The loss of a wage earner during working years could disrupt family finances, including retirement plans, house payments, or a child's tuition. Additionally, the loss of a non-wage-earner may cause the family to pay for services fulfilled by that spouse. In short, anyone who has loved ones who depend on them can benefit from life insurance. Young individuals without dependents can also benefit since coverage is usually more affordable at a younger age and can be adjusted as needs change.

How does it work?

After a thorough needs-based discussion with your financial professional, you select a life insurance policy that matches your needs. Your financial professional will help structure the policy to match the desired death benefit coverage for replacing your income and/or obtaining services needed to sustain your household. In the event of a premature death, the death benefit can provide funds when your family needs them the most and can potentially provide them with the comfort of knowing that their financial future is stable.

You've worked hard to support your family. Help ensure your family's continued well-being by planning for the unexpected.

Ready to get started?

Contact your North American financial professional today.

The term financial professional is not intended to imply engagement in an advisory business in which compensation is not related to sales. Financial professionals that are insurance licensed will be paid a commission on the sale of an insurance product.

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