

The Northwestern Mutual Life Insurance Company — Milwaukee, WI

Life Insurance:

It's More Than a Death Benefit




Matt Robb, CFP®, CLU®, WMCP®, RICP®, ChFC®, AEP®
Wealth Management Advisor


Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities) and its subsidiaries.

29-5184-07 (Rev 0422)





How many of
you have life
insurance?



Why do you have life insurance? Or why are you thinking about it now?

Protect Your Family

Life insurance:



Provides funds when they're needed most.



Replaces uncertainty with guarantees.



Is more than just a death benefit.

Today's Agenda

- Types of life insurance
- How life insurance can help you achieve financial security
- How to know which type of life insurance is best for you

Let's get started!

Types of Life Insurance

There are two basic types of life insurance:

Term

Whole

Term Life Insurance

Term

- Coverage only for a specific period of time
- If you stop payments or your policy expires and is not renewed, your coverage ends
- It's like renting an apartment
- Most affordable type of insurance

Whole Life Insurance

Whole

- More like owning a home
- Coverage for life
- Higher premium payments
- Builds cash value

Living Benefits of Whole Life Insurance

You can use your cash value to:



Cover the cost of an unexpected emergency



Pay for a child's education



Supplement your retirement



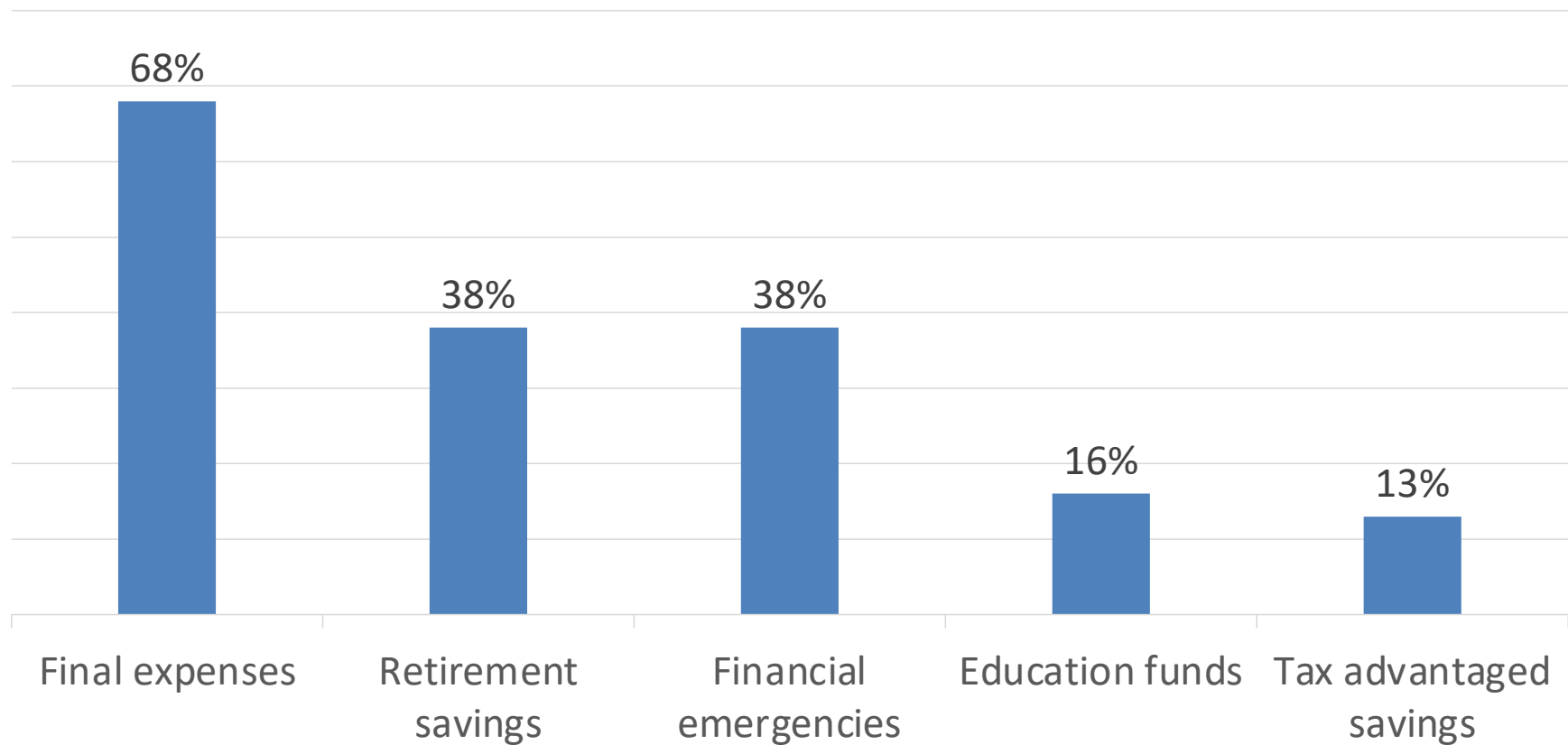
Make a down payment on a home



Fund a new or existing business

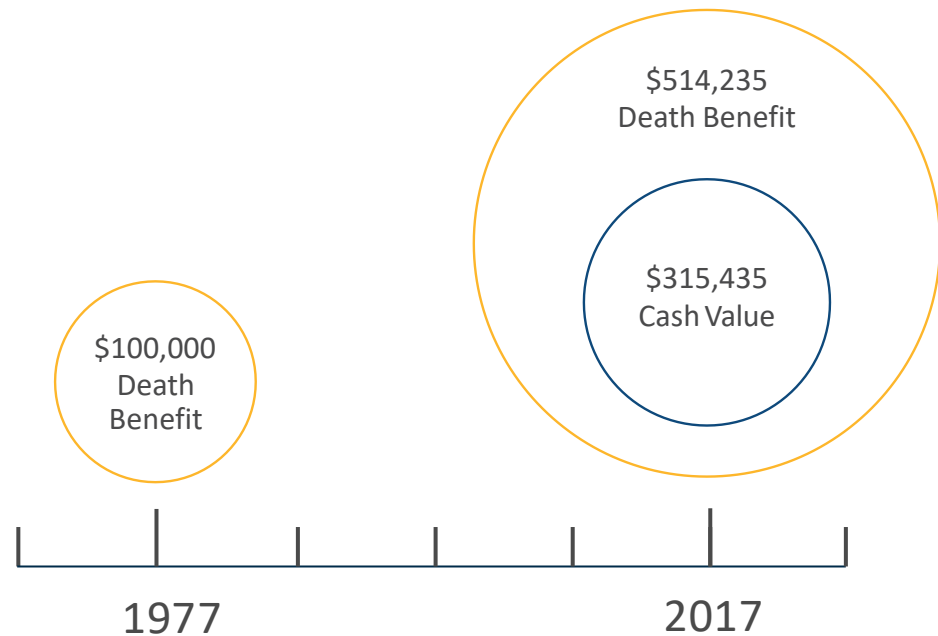
How Life Insurance Can Help You Achieve Financial Security

Top Reasons for Owning Life Insurance



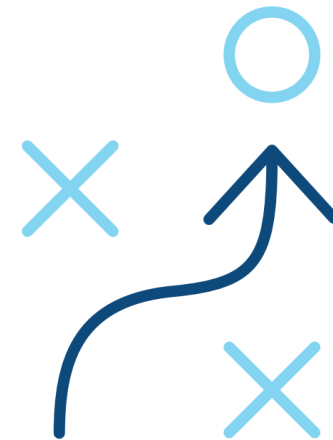
Example

- 25-year-old male
- \$100,000 whole life insurance policy
- Annual premium of \$1,616
- Dividend used to increase policy value
- 40-year period



Planning for Financial Security

- Protecting everything you've worked for
- Make the most of what you have
- Grow your money to reach your goals



Any questions
about the role of
life insurance in
your financial plan?



Choosing the Insurance That's Right for You



What are your
needs?



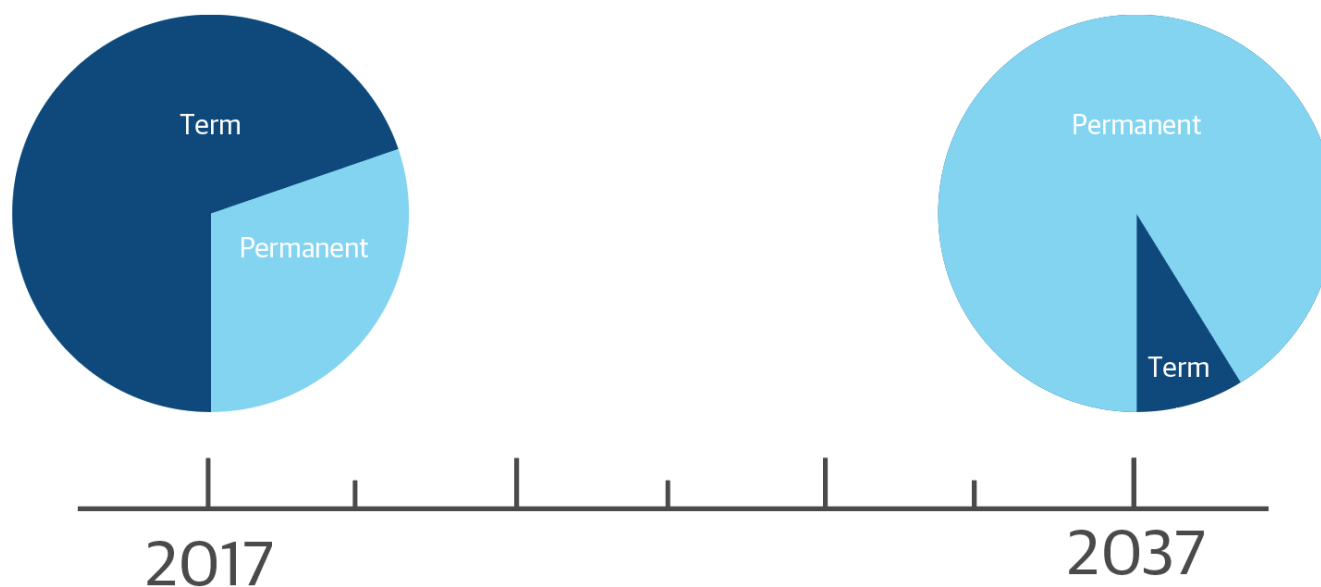
What are your
goals?



What's your
budget?

Choosing the Insurance That's Right for You

Many people purchase both term and whole life insurance.



How Much Life Insurance Do You Need?



How much can
you afford?



What do you
have?



What are you
goals?

Our Approach

We'll get to know you

- What is important to you and your loved ones?
- Where are you today?
- What steps have you already taken?
- Where do you want to be in the future?

Analyze your financial situation

- Develop a plan to reach your goals

How Much Coverage Do I Need?

DIME Acronym

- Debt – Credit cards, auto loans, student loans, etc.
- Income Replacement – How much of your income would need to be replaced to maintain the family's lifestyle?
- Mortgage
- Education

Key Considerations

No matter who you decide to work with, keep three things in mind.

- 1 Look for quality.
- 2 Work with a company that'll be there when you need them.
- 3 Work with a financial representative you like and trust.

Samples

Thank You

Matt Robb, CFP[®], CLU[®], WMCP[®], RICP[®], ChFC[®], AEP[®]
Wealth Management Advisor

972-980-2056

Matt.Robb@NM.com

Disclosures

Each method of utilizing your policy's cash value has advantages and disadvantages and is subject to different tax consequences. Surrenders of, withdrawals from and loans against a policy will reduce the policy's cash surrender value and death benefit and may also affect any dividends paid on the policy. As a general rule, surrenders and withdrawals are taxable to the extent they exceed the cost basis of the policy, while loans are not taxable when taken.

Loans taken against a life insurance policy can have adverse effects if not managed properly. Policy loans and automatic premium loans, including any accrued interest, must be repaid in cash or from policy values upon policy termination or the death of the insured. Repayment of loans from policy values (other than death proceeds) can potentially trigger a significant tax liability, and there may be little or no cash value remaining in the policy to pay the tax. If loans equal or exceed the cash value, the policy will terminate if additional cash payments are not made.

Policyowners should consult with their tax advisors about the potential impact of any surrenders, withdrawals or loans.