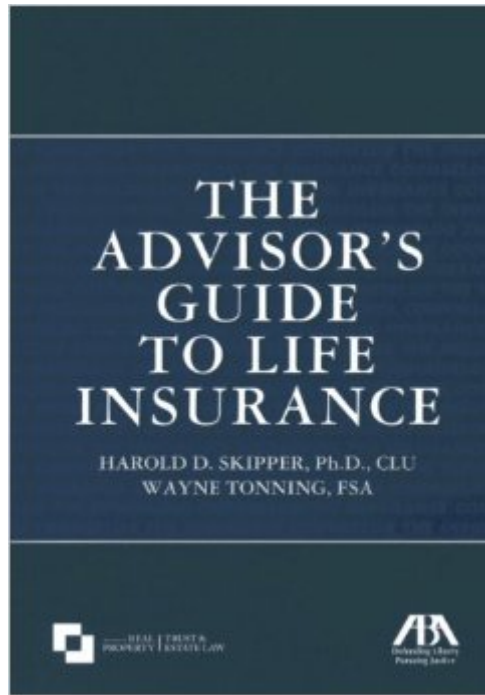


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The Advisor's Guide To Life Insurance



Synopsis

Have you ever felt overwhelmed by the complexities of life insurance or when advising a client about a purchase? This clearly written guide provides information essential to the exercise of due care for the purchase and retention of life insurance policies. Major life insurance terms are clearly explained, and information is organized starting with the insurance purchase and assessing a company's financial strength. It also features a common-sense explanation of fundamentals and how to determine the appropriate policy.

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