

ASSURITY MOMENTS

Term Life Sales Idea: Retiring with a Mortgage

The Moment: Protecting the Home into Retirement

Mike is 62 and plans to retire in three years. His mortgage has 11 years to go. For clients approaching retirement, a mortgage can remain a significant financial obligation. If Mike dies before it's paid off, his spouse could be left managing the mortgage payments and other financial responsibilities on her own.

Mike wants to:

- Protect his wife from taking on the mortgage alone
- Help make sure she can stay in their home
- Cover the mortgage during the years it remains a financial obligation

Solution

Mike speaks with his insurance professional about the mortgage that will follow him into retirement. With 11 years remaining, they look for coverage that aligns with the amount and length of that financial obligation.

Mike chooses **\$250,000 in 15-year Term Life Insurance**. The coverage extends beyond the remaining term of his mortgage, helping give his wife the financial flexibility to keep making the monthly payments or pay off the mortgage if Mike dies before it's gone.

\$250,000 15-Year Term Life

Total Monthly Premium \$232.⁰⁷/mo.

Illustration based on male, Age 62, Standard Non-Tobacco, 15-year term

Our Term Life provides the middle market accessible, low-friction coverage for pre-retirees and early retirees like Mike, with accelerated underwriting available to help simplify the process for those who qualify.

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Policy Form No. IL1702 is underwritten by Assurity Life Insurance Company, Lincoln, NE.

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