

ATTORNEYS ARE YOUR FRIENDS

3 Simple Ideas to Help You Make \$ with Attorneys:

1) Elder Care Attorneys

They are now using Medicaid Compliant SPIAs as a Medicaid planning tool to bypass the 5 year look back. If you have any contacts with Elder Care Attorneys, speak with them now and let them know that you can supply them with a product. MERIT has the products and the expertise in this market. The average premium is \$75K-\$150K with an average commission of \$3,000.

2) Divorce Attorneys

Fact: The breadwinner will be required by the court to buy life insurance to cover alimony and child support. Contact divorce attorneys and get on their referral list to assist their clients with their life insurance requirements.

3) Estate Planning Attorneys

Many of these attorneys are Trustees on their clients' life insurance and they have a fiduciary responsibility to review these policies; however, many do not and that's where you come in. Ask the attorney if you can review those policies and perhaps cut their client's premium by 50% or more. The average commission on these Rescued policies is over \$10,000.

For more information on any of these ideas, please

call: **1-800-933-5491**

And ask for a member of our marketing team!

