

ROP Term Sales Ideas

You will be surprised how many of your prospects or existing clients have not heard of Return of Premium term policies. Do you ask your clients the following questions?

Existing clients with term policies:

Would you like to buy a term policy where you get your money back? Buy a return of premium term policy and get all your money back at the end of the term period.

Insurance policies in divorce situations:

Would you like to receive your money back on the court mandated insurance policy you put in place? Buy a return of premium term policy so that you can get all your money back once you have completed your obligation.

Gift giving and insurance for grand children:

Would you like to protect your grand children in case of their parents' premature death and give them a gift? Have the grand parent pay for a return of premium term policy on the parent and give the lump sum they receive at the end of the term period to the grand children as a gift.

Lump sum gifts from Grand Parents:

Would you like to stretch your lump sum gift to your grand kids? Grand parent can set up a SPIA with a lump sum that generates a monthly benefit and use it to buy a return of premium term policy on the parents of grand children which in turn will return all the premium that was paid.

Business buy sell agreements:

Would you like to make sure you have the ability to buy out your partner's share of the business in the event of his untimely death and yet not be out of pocket? Each partner can buy a Return of Premium policy on the other partner. At the end of the term period, they can get all the premium back.

Key man policies:

Would you like to protect your company in case of the loss of your key person and yet not be out of pocket if he lives? The Company can buy the Return of Premium policy on the key employee. The refund at the end of the term can be used to give it to the key employee as a bonus.

Jump start a retirement plan:

Would you like to gradually start saving towards retirement while protecting your family against loss of income from your untimely death? Buy one UL policy and another return of premium policy, and use the refund of premium to fund the UL to accumulate cash value towards retirement.

To discuss any of these topics, call us at 800-847-6426.