

PRESENTING THE OPTIONS TO YOUR CLIENT

KEEP IT SIMPLE

- The handwritten information below is a common way to present the options to our clients.
- You do not need to provide any additional information....Keep It Simple.
- Please review this with your manager for additional tips and variations of this method.
- The next page shows you what NOT to do.

BOB

\$125,000

\$129.72

85,000

\$89.89

60,000

\$65.00

MARY

100,000

\$92.66

75,000

\$70.81

50,000

\$48.96

WHAT NOT TO DO.....

Glory King 63 \$113,300
106,000
10 15 20
121.36 164.06 188.91
62

GPM Classic I
84.53 109.64 136.94
79 102.73 126.18

62 50K
10 yr 42.13
20 65.71

75K
10 yr 60.57
20 95.44