

# 5 Winning E-Z- Strategies To Turn Suspects To Prospects

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*Have you filled your silo today?*

**PRODUCER'S XL**  
for those  
who excel

# Suspect to Prospect

- Silo of Life Brokers
  - Term Reviews

# Suspect to Prospect

- Silo of Life Brokers
  - Term Reviews
  - Bucket-n-Draw

# All Long Term Care Policies can be compared to a bucket and draw



Justin Case  
123 Sesame St.  
Gotham City, OZ 90210

1234

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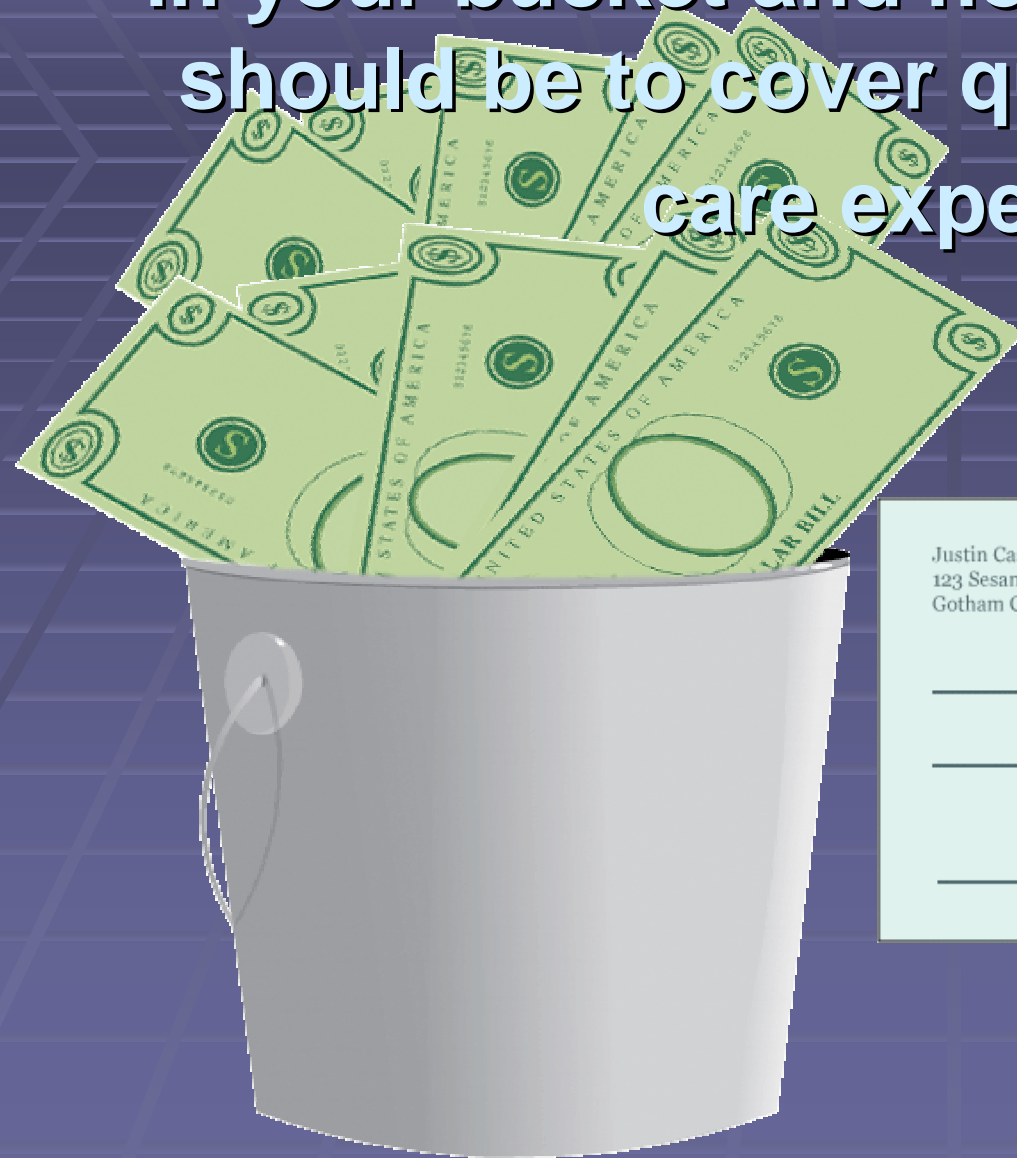
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dollars

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*Signature*

You decide how many dollars to deposit  
in your bucket and how large your draw  
should be to cover qualified long term  
care expenses.



Justin Case  
123 Sesame St.  
Gotham City, OZ 90210

1234

\_\_\_\_\_

\_\_\_\_\_ dollars

\_\_\_\_\_

*Signature*



# Part of Long-Term Care Planning is deciding how you will address the effect of inflation



3% Compounding

or



5% Compounding

# As an example, we might start with a \$300,000 Bucket and \$6,000 Monthly Draw



3% Compounding



5% Compounding

In 10 years



3%



5%

**\$403,175 and \$8,064 monthly**

**\$488,669 and \$9,773 monthly**

# In 20 Years



3%

5%

**\$541,834 / \$10,837 monthly**

**\$795,989 / \$15,921 monthly**



**After paying claims, our bucket gets smaller, but as long as there is money left in the bucket, claims are still paid.**



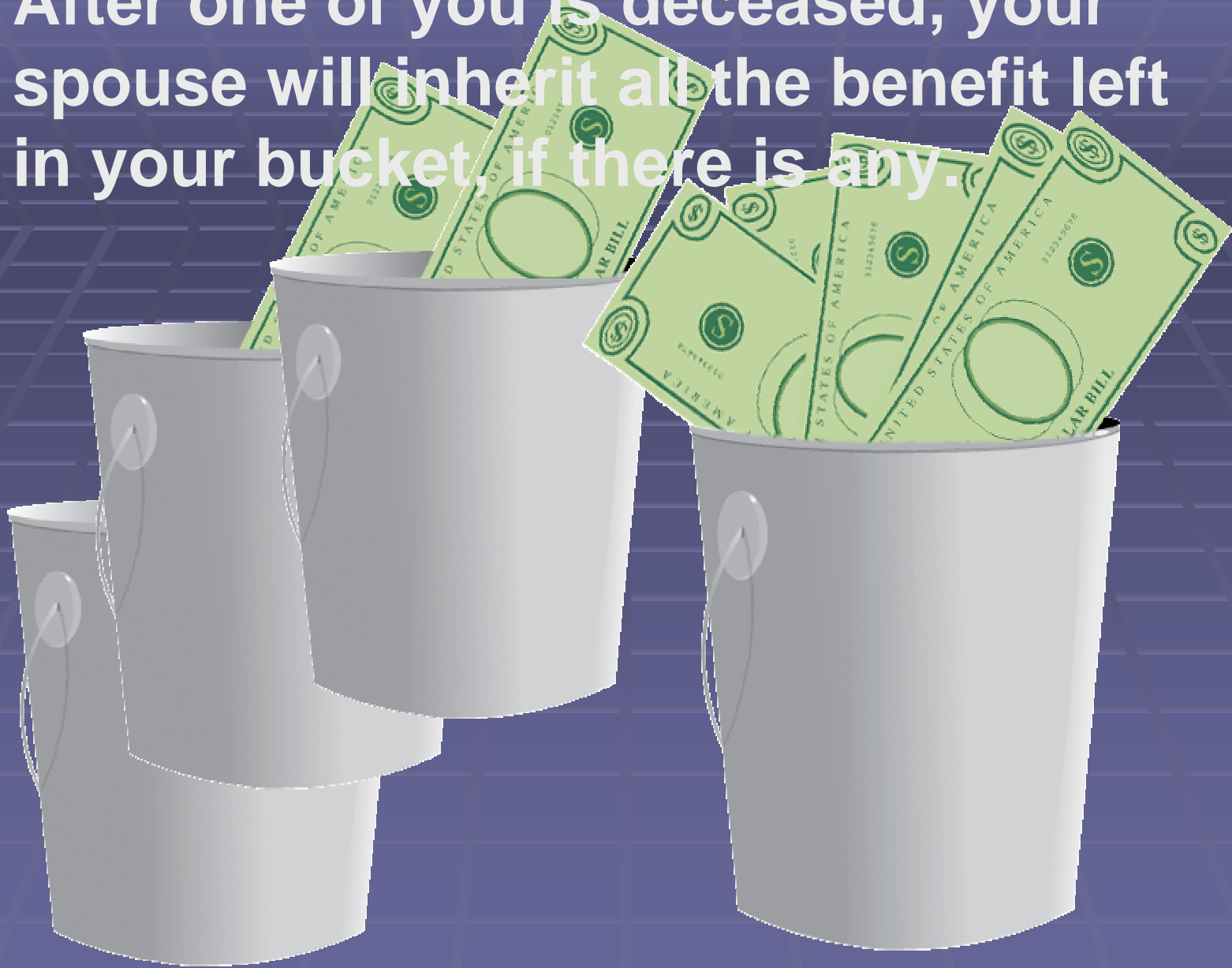
**Inflation growth would still be applied to the remainder**

**Another possibility is for you and your spouse to design a policy to have the ability to share your buckets. This is called.....**



**SHARED CARE**

After one of you is deceased, your spouse will inherit all the benefit left in your bucket, if there is any.



**SHARED CARE**

# Suspect to Prospect

- Silo of Business Owners
  - Turn Key System for Multi Life Clients



# Suspect to Prospect

- Silo of Existing LTC Clients
  - Policy Reviews
  - Ask for Referrals
  - Partnership Program

# Suspect to Prospect

- Silo of Financial Professionals
  - Financial Planners
  - Estate Planning Attorneys.

# Suspect to Prospect

- Silo of Becoming a Local Resource
  - Rotary Club
  - Gardening Club
  - Lions Club
  - Church Groups
  - Volunteer
  - Local Cable Spot
  - Do your friends know what you do!



# Suspect to Prospect

Have you filled your silo today?

First 100 by booth get a FREE Silo note pad

Thank you for your time~Any Questions?

