

# B.U.I.L.D

## BLACK WEALTH WORKSHOP LIFE INSURANCE /ESTATE PLANNING





My Mom. The reason I'm so passionate about  
Life Insurance



# Pros and Cons of Group Life Insurance Through Work

- **Coverage is tied to your job.** If you leave your job, you may not be able to take the policy with you. This is often referred to as the policy's portability. You might be able to convert your group policy to individual life insurance if you leave, but the cost could go up significantly. If your next job doesn't offer group life insurance, you could buy an individual policy from the open market. However, the cost of life insurance typically increases as you age, and you never know if you might develop a medical condition that could seriously raise your rates.
- **Limited choice.** Coverage through work tends to be a type of [term life insurance](#), and employers typically only work with one carrier. Therefore, you won't find the range of policy options that you might find outside of work. If you're looking for a more complex product like whole life or universal life, you should consult a financial advisor.
- **Low coverage amounts.** You might not be able to buy as much life insurance as you need through your employer, as coverage amounts vary and can be low. If you need more coverage, you might want to buy an individual term life insurance policy instead of — or in addition to — your basic group life policy
- **Convenience.** Getting coverage through work can be relatively easy. The paperwork is often part of your hiring documents, and HR departments are typically on hand to answer questions.
- **Price.** Basic coverage through work is usually free for the employee, making it an easy way to get a small amount of coverage at no cost to you.
- **Acceptance.** Most basic life insurance plans through work are guaranteed, so even people with serious medical conditions can qualify. Select supplemental plans may also allow you to buy additional coverage, up to a set amount, without providing information about your health.



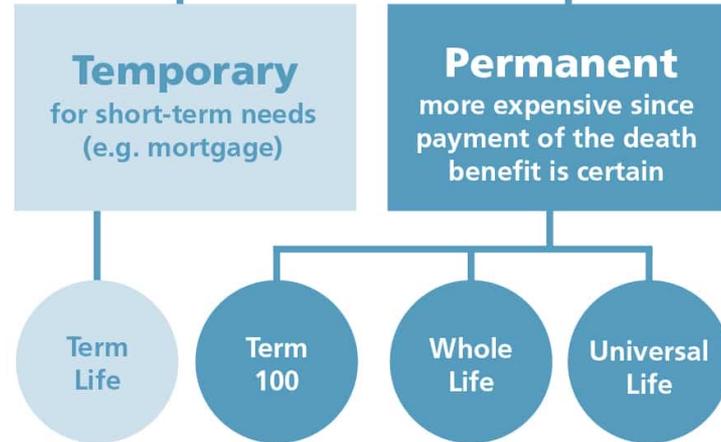
# Why do I need life insurance?

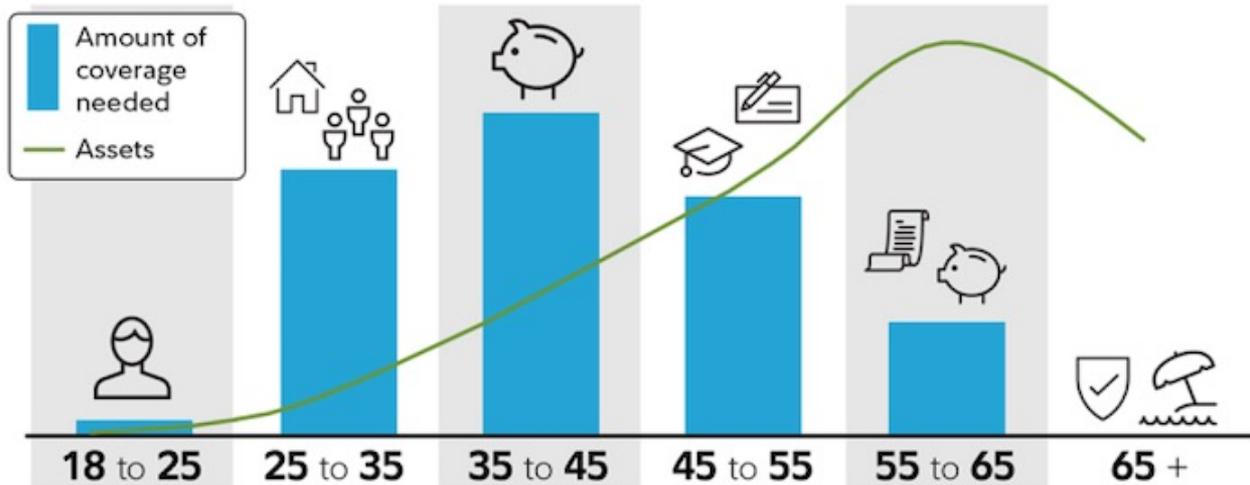
- Cover Burial Expenses. Sadly, even a basic funeral service can run upwards of several thousand dollars. ...
- Pay Off Debt. ...
- College Planning. ...
- Build Cash Value. ...
- Diversify Investments. ...
- Business Planning. ...
- Estate Taxes. ...
- Coverage is Affordable

Studies show that Black Americans are more likely than other market segments to view life insurance only for burial and final expenses. Thirty percent of Black Americans believe that life insurance is only for final expenses and 66% say that is the primary reason they own life insurance. Just 48% of the general population say the same. This perception of life insurance could result in Black Americans not purchasing enough coverage to provide income replacement or enable wealth transfer, two key ways life insurance can benefit loved ones after a wage earner dies.



# Types of Life Insurance





**18 to 25**

**25 to 35**

**35 to 45**

**45 to 55**

**55 to 65**

**65 +**

**TERM**

Coverage for debt

**TERM**

Coverage for debt, lost income, family's future

**TERM**

Coverage for debt, lost income, family's future

**TERM or PERM**

Term or perm coverage for debt, lost income, family's future. Perm coverage for potential wealth transfer

**PERM**

Coverage for debt, lost income, family's future, potential wealth transfer

**PERM**

Coverage for debt, wealth transfer



# Estate Planning

List bank accounts, investments and retirement accounts.

List your possessions; Jewelry, boats cars, Rvs, ect..

Share logins and passwords

Write out wants and wishes

Review Estate Tax Trust

Review Life Insurance

Update every 5 years and after any major event

Write out a will

Set up a trust

Organize Important Documents

Financial Power of Attorney

HIPPA Authorizations

Children's Inheritance

Beneficiary forms

Health Care POA



# RETIReMENT TIPS

## 20 year olds

-  **Start saving ASAP**
-  **Sign up for that 401(k)**
-  **Use a Roth**
-  **Be aggressive**
-  **Get educated**
-  **Build an emergency stash**
-  **Avoid debt**

## 30 year olds

-  **Ramp up 401(k) savings**
-  **Save outside of work too**
-  **Maintain an aggressive asset allocation**
-  **Keep company stock in check**
-  **Don't let a better job derail your retirement plan**
-  **Start preparing for college (for your kids)**
-  **Protect your earnings with disability insurance**

## 40 year olds

-  **Hit your savings maximums**
-  **Save independently**
-  **Maintain the right mix**
-  **Make tough decisions about other expenses**

## 50+ year olds

-  **Set realistic goals**
-  **Call in the experts**
-  **Take advantage of catch-up contributions**
-  **Time your exit**
-  **Tackle debt**
-  **Prepare for the unexpected**

# *GoFundMe*

Is NOT a replacement  
for life insurance

The Cost of Funerals One reason that people purchase life insurance is to pay for their “final expenses,” which include any debts that they owe and their funeral or burial expenses. The average funeral in the United States cost \$6500.00. Funerals can easily reach \$10,000.00. In order to avoid going in debt over a funeral or burial for a loved one, consider the following: –Plan ahead –Know your rights –Shop around



# ARE YOU PREPARED?

## ESTATE PLANNING CHECKLIST

- Will
- Trust
- Health Care Directives
- Living Will
- Medical Powers of Attorney
- Financial Powers of Attorney
- Beneficiary Forms
- Life Insurance
- Estate Tax



# Leave a Legacy for your love ones

Nearly 70% of African Americans have no will or estate plan in place according to Black Enterprise. Compared to other communities, African Americans may have more to lose by not planning ahead. What's at stake? The ability to transfer generational wealth, among other things.

The lack of estate planning is one of several factors that lead to the loss of land in the African American community. In the absence of a will, the land becomes vulnerable to partition and sale. When this happens, families lose property and wealth built by previous generations.





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