

PRODUCER

POP QUIZ!

Take our pop quiz to find out if you're leaving money on the table by not sharing **the living benefits** of whole life policies, or if you're *like, totally crushing it*.

Give yourself one point for every feature of Mutual Trust Life Solutions whole life insurance products you've discussed with your clients. *Let's begin!*

1. **GUARANTEED** cash values
2. **EASY, TAX-FREE ACCESS** to cash value through policy loans to use in any way they choose
3. An Accelerated Death Benefit rider with critical, chronic, and terminal illness provisions available at **NO ADDITIONAL PREMIUM***
4. **NON-FORFIETURE BENEFITS**, including term or reduced paid-up insurance, if their plans change
5. Guaranteed death benefit that **INCREASES IN VALUE**

Total Points
4 TO 5 POINTS**Paragon of Production**

Way to go! Your clients know that Mutual Trust's participating whole life insurance can provide cash accumulation that they can control today, as well as death benefit protection for the future.

2 TO 3 POINTS**Savvy Seller**

You are so close to unlocking your potential earnings with Mutual Trust. Be sure to let your clients know about our Accelerated Death Benefit Rider, which provides the opportunity to access a portion of the policy's death benefit during an insured's lifetime in the event of critical, chronic, or terminal illness.

0 TO 1 POINT**Novice Negotiator**

While your intentions are good, you may be leaving money on the table by not offering Mutual Trust's *Whole Life Solutions You Can TrustTM*.

For more information on **the living benefits** of whole life insurance, contact our Sales Development Team at SalesDevelopment@mutualtrust.com

* Administrative fees are taken at the time of acceleration.

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Mutual Trust Life Solutions producers are prohibited from giving tax or legal advice. Your clients should consult with a tax or legal advisor of their choice.



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LIFE SOLUTIONS

Policies are underwritten by Pan-American Life Insurance Company.

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