



Hey __ it's Weston, I received your request for more information on the IULs for truckers?

“Dont know what you're calling about”

Hey, the trucker benefits package — the life insurance with living benefits and cash access. Does that sound about right?

(lost on social or bank intro):

It's Weston, we recently spoke about the index universal life that protects your family and build tax-free cash thats accessible... were either of those still important to you?

What initially caught your attention with the IUL? Was it mainly the cash value growth or was it the insurance part of it as well?

If they say “cash value”

Yeah its definitely something where you can access the cash down the road, a lot of my clients also look into it for something to leave behind for their family or to protect them at work, I'm assuming it was both protecting your family and also growing your cash over time?

Haha, Yeah I mean that is what most people are looking into them for sure.

Are you an owner op or are you a company driver?

I see you're from _____, correct? Oh, awesome, which part?

A little about myself, I ONLY work with truckers. Really, I work with truckers all over the country.

I'll keep this brief for you, the purpose of this call is first to educate you. If it so happens that this is for you, I am an insurance broker who represents companies like Americo, Mutual of Omaha, Transamerica, and numerous other insurance companies, so I can provide you a company that gives you exactly what you're looking for. I'm just going to give you a run down on how the IULs work, and make sure it's a good fit and could benefit you. The final thing we do is fill out an application to get pre approval, if we are approved you can tell me when you want it to start.

Before we get started, I'm just going to send a quick text it's going to have my full name and state license just so you have it for your records.



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at this is a life insurance ?

NO THANKS

GET THE APP

Yeah, that make sense why you'd want to have something in place for sure.

Any 401k, retirement accounts, high interest savings, etc?

If yes (for life insurance):

Yeah, that's great that you have that, most of my clients have between 1-3 policies in place.

But just to double check, you don't have any IULs in place now correct?

If no (for life insurance):

Ok perfect, so its great that you're looking into this most of my clients have between 1-3 policies in place.

For an IUL, I always like to tell everybody that it is a pretty premier life insurance product, because it is the toughest life insurance product to qualify for. That's why it has the benefits like the living benefits and the cash value.

Now you don't have any life insurance in place so this would make sure that you're taken care of. Now, how the IULs work is God forbid something happens to you it will give you a certain amount of coverage that pays out to your family. Now, that coverage will never go away, it is never going to expire, and that is 100% guaranteed to pay out... ok?

Now, that premium, what you pay for every single month is never going to increase or change no matter your age or health, and it also comes living benefits. Are you familiar with what living benefits are?

Yeah, so truckers really like this part of the IULs because if you don't really have anything in place and something bad happens to you so say you get in a really bad accident and you become disabled and can't work anymore, this is actually going to pay out to you while you're still alive so it's pretty much going to work like an income replacement, just making sure you are still able to pay for the bills and everything like that.

Are you the main breadwinner for your family?

Ok perfect, so this would act as an income replacement for your family if you can't work for a period of time.

It will also pay out in any terminal illness, so any heart attack, stroke, kidney failure, liver failure, things like that, does that make sense?

Perfect, now that's the death benefit and the living benefit, and the reason why most truckers look into the IULs is for the cash value. Now, do you know kind of how the cash

value works?

Yeah, so a lot of truckers ask me how much the IUL costs and my answer is: how much do you want it to cost? Just because it depends on your situation, so how old are you _____?

If below 45:

Now since you're young, you're in a better position where you have the time to grow the money because most of my clients are in their 50s and 60s.

If above 50:

Ok perfect, so you're in a position where you have some time to grow the money.

So, the way it works, as you pay your premium, that premium goes into a separate account. Now, that interest can range anywhere from 8-12%. You know how with a high yield savings account you know you have to pay tax on the money that you make?

Yeah, so that is how the IUL is structured a little bit differently, with the IULs the cash growth that you make is *completely tax free*. So you can pull it out tax free and penalty free as well. So you actually have two options:

One, later on say you want to withdraw your cash value you can definitely do that, or you can borrow against it. Now, say (client name) you go to the bank and you ask the bank to borrow a 30k loan. They will probably slap on like a 10-15% interest rate on that right?

Yeah, and that is the beauty of the IULs as well as the money that you borrow against yourself is going to be very low interest. It's going to be about 4% the first 10 years and after the 10 years it drops all the way down to 2%, so not only are you going to get very low interest on the money that you borrow, but you will also be paying yourself back not the bank back. So you are basically being your own bank. Does that make sense?

Now, that's how the IULs work: it's going to give you guaranteed coverage for death that will go to your family, also will help pay the bills in case of critical, chronic, or terminal illness, and it's also going to give you a cash value growth that you can use later on. Most truckers (owner ops) utilize that cash value to put back into their own business, some people use it for retirement purposes, emergency funds I've even seen people use it for their kids college tuition, it's completely up to you.

Now, do you have any questions on how the IULs work so far?

Cool, yeah so its a very simple product, some people like to complicate it but it is very simple. And then, for you, like I said before it is a life insurance product so it is based on age and health so I do have some preliminary health questions that we can run through.

MEDICAL QUESTIONS

So for you name you're out in state correct?

Awesome, and what is your date of birth?

(if man): perfect, what is your height and weight?

(If woman): perfect, now I know im not supposed to ask a lady this, so don't yell at me haha, my mom taught me better, but what is your height and weight?

- Are you a **smoker or non-smoker**? Did you smoke in the past?
- Any ongoing **medical conditions or prescriptions**?
- Any history of **heart attack, stroke, cancer, or diabetes**?
- High blood pressure or high cholesterol?
- Kidney/liver disease or thyroid issues?
- Asthma, COPD, or arthritis?
- Any anxiety, depression, or bipolar medications?
- And then any DUIs no felonies in the last ten years?

Build lots of rapport here... family, where they are from, what they do for work, how long, kids, etc.

For you're age and health, the best carrier that is coming back is _____, (if americano, say their backed by Fidelity), the first reason is because they are going to have the lowest cost of insurance compared to all of the other companies out there, and 2, they are going to have the highest interest on cash growth compared to all of the other companies.

The only thing with ___(carrier)___ is really hard to qualify for, because they are the best out there but it sounds like in your scenario you are pretty healthy and pretty young so we do have a decent chance of getting approved. Now, I'm not the final decision maker so what we have to do is just submit an application to see if we can get you approved. Does that make sense?

Ok, so do you know a little bit how a 401k works where you can only allocate a certain amount of money towards your 401k based on your income?

- So, an IUL works the same way. When you first start it it doesn't mean that you cannot make adjustments later, but when you first start it it just has to be within our guidelines. So with that being said ___name___, how much would you say roughly that bring in per month **net** - now I know with truckers it may change, but what's a rough estimate to put on file here?

If under \$20k/month:

Ok great, now a lot of my truckers who are more aggressive with growing their cash value do around 300-500/month, people who are more conservative start with around \$200-300/month. What I recommend is starting with the \$200/month, this would be a good starting point to make sure you're approved, build the relationship with the carrier and myself, see how the policy performs, and also have the ability to overcontribute later to grow the cash quicker, because these policies are always flexible, ok?

If over \$20k/month:

Ok great, so you're doing well for yourself so congrats on that. Now I've got truckers that put \$500-2500 in, I've got business owners that will put \$100-500/month in, completely up to you. There are two things that matter, #1 it needs to be meaningful but more importantly it needs to be something consistent that you can without a doubt do on a monthly basis, knowing that you'll be able to put 2-3x more than that. You know your financial situation, what is best for you?

QUESTION THEM ON THIS

Just to make sure we are on the same page, I don't have a problem submitting a free application, I love helping people, but I want to make sure we are on the same page before we do that... so what is the value that you see in the IUL for yourself?

Perfect, so just to recap its going to give you a lot of coverage God forbid something happens to you, that will pay out to your family. If you get any kind of chronic, critical, or terminal illness that will pay out to you while you're still alive. So that will pay out to you to about 70% to help you cover those bills. Now, this is going to accumulate a lot of cash value for you that you can utilize completely tax free.

Ok great, what we are going to go ahead and do is submit a free application. What we are going to do in the application are a couple things. They have to validate that you are who you say you are. These insurance companies they have been around for a very long time they have seen it all, so they are going to have to validate your information. Now the cool thing about this is you aren't going to have to go pee in a cup and you aren't going to have to go draw blood, you are going to have to do a medical background check by using your social to make sure that you aren't on heart attack medications or things like that that would decline you. Also, they are going to have to validate that you have an active U.S. bank

account that is attached to your name. They have to validate that this isn't some random person in Alabama setting up a policy or an IUL for somebody that they don't know in Michigan. So we will validate that information, submit it, and we will find whether or not that we can get you this. I have your full name here as _____, is that how it appears on your license?

➤ When asking for social security number:

○ *"Silly question but I do have to ask, you're a US citizen, correct?"*

Perfect, so these policies do not require any medical exams, they're going to verify your health based off your prescriptions to approve you. So next we are going to check your prescription history to verify your health and they do that by running your social through the MIB, which is the Medical Information Bureau, so *go ahead and verify your social for the prescription check.*

■ **If they object:** " Ok so in order for any insurance company to approve you for the coverage, they have to verify your health and they do that by running your social through the Medical Information Bureau and pulling your prescription records. So go ahead with your social whenever you're ready.

➤ *When asking for banking:* "So the way this works is if this gets approved today, you won't be charged anything. It would go into effect in about 2 to 5 business days and then every month after. That would probably be X day.

Pause for answer. Ok, we can just set it up for your next payday, when would that be?

➤ "Ok, who do you currently bank with?... I'm going to check and see if we are partnered with them" ***Google the routing number for their bank***

➤ "Okay sir/mam, I just put "name of bank" into my system and it looks like we're partnered with them, it's giving me a routing number. I'm going to read off the routing number for your bank, go ahead and grab a check or pull up the website or mobile app as I read it off to you and let me know when you're ready. Ok I have your routing number showing as XXXXXXXXXXXXXXX", is that

correct? *Pause for answer.*

➤ “And would you like to use a checking or savings account for this?” *Pause for answer.*

➤ Okay, and now go ahead with the account number

➤ **If they object:** “Hey I absolutely understand your hesitation – now the insurance company needs a complete application to underwrite a policy which means having banking information on file. They need this for two reasons:

1. To make sure there’s no insurance fraud going on by matching the name on the account to your social, and..
2. Ensuring you have a valid US bank account because non residents actually can’t get insurance in the US. So go ahead with your account number.

WHOLE LIFE PIVOT

“Alright [Client’s Name], quick update. We originally applied for a cash value permanent plan that grows through a market-linked indexing strategy. After reviewing your MIB report (medical history like prescriptions or visits), the carrier approved you for a slightly different option.

The good news is they’re offering a guaranteed interest growth of about 3%–5% each year. That gives you stable, predictable growth regardless of market performance. The policy is still permanent, your premiums stay locked in, and your family remains protected for life.

We’ll set this up today, and at your 12-month review we can re-check to see if you qualify for the indexed option. In many cases, this structure is also a bit more affordable monthly while still building safe cash value.

In a moment, we’ll look at the exact coverage amount you’re prequalified for based on your

budget.