

Sanders-Hasty News



Newsletter for Friends and Clients of Sanders-Hasty Insurance Agency, Inc.

Sanders Hasty Insurance Agency, Inc. (309) 647-0248

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Life Insurance Awareness Month

September is Life Insurance Awareness month so we are dedicating this issue to that topic. We will share some facts about Life Insurance to dispel some of the myths, and direct you to some further reading and information on our Website.

40% of Adults in the U.S. Have No Life Insurance

Pretty startling fact, but unfortunately it is true, and most people don't really have enough coverage if tragedy strikes. People procrastinate because when they are young death is not on their minds, and you can't eat, watch, drive, or talk on a life insurance policy. There are 12 Myths about Life Insurance, and let's look at just a few of the biggest.

Myth: I am Young; I can wait to get Insurance

Truth: There is no time like the present. A few weeks ago in the Peoria Journal Star there was a story of a 19 year old college student from Princeville who died from colon cancer just 8 months after it was diagnosed. Marc Brown, Associate Pastor at my Church knew Leah Whittaker very well. She was a basketball player at Indiana Wesleyan with dreams of playing in the WNBA. Marc told me that she was just an extraordinary young lady, and the memorials will be used to further her passion for family and sports ministries.

I personally am a big believer in Life Insurance for children. It insures their insurability for the future. I remember reading an article many years ago about an RN who was a single Mom. Her agent suggested a policy on her daughter, but she felt she didn't need or couldn't afford it. The child contracted a disease and died. In hindsight the Mom said the insurance could have helped pay for her grief counseling among the other final expenses.

Myth: Term Life is always the right fit

Truth: Term insurance is like renting versus buying. Term is less expensive to start but gets more expensive as time goes on. Insurance companies make more money with term policies because most people don't die during the terms they are paying for. For long term perspectives, certain permanent life products can be much less expensive than term.



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*At Sanders-Hasty it is not
the PREMIUM you pay, but
the VALUE you RECEIVE.*

Myth: Life Insurance is too expensive

TRUTH: The cost of simple level term insurance has reduced premiums by more than 60% over the past 16 years. A healthy 40 year old can buy \$500,000 20 year term policy for about \$1 a day. And most breadwinners should be looking at 7-10 times their annual income in life insurance. Don't forget the value of the stay at home spouse, because they need coverage too.

Those are just a few of the myths about life insurance. Just remember that there are 4 reasons to buy life insurance... L O V E.

Myth: People in less than adequate health can't get life insurance

TRUTH: Many life insurance companies are willing to sell policies to people with a range of common medical problems.

In fact, some carriers even specialize in high-risk classes. Yes, the coverage will probably be more costly than it would be for someone in perfect health, but companies will work with you to accommodate your needs.

Just Keep Talking

We can't Thank you enough for referring your friends and family to us. The last 2 months we have been busy with referrals. Our winners for September and October are **William Beaird** and **Sharon Schlicksup**. They will have their choice of \$40 in Chamber Bucks or a Gas card, and a chance for our \$400 Grand Prize in November, just in time for Christmas shopping. So just keep talking because we love saving people money while increasing their benefits!

Remember if you would like to have us contact you by email just send us your address to info@sandershasty.com.

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