

S&V's Tip of the Month

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Have you ever tried to find good generic articles written for the consumer that you can use in your practice?

*The **Life Insurance Foundation for Education or LIFE** consumer site offers articles and case examples for educating the public on life insurance in general. Click on the link for their site below and check out what they offer. Go to **'reallifestories'** link for case examples; check out the charts on the advantages and disadvantages of Universal Life insurance under the heading of **'lifeinsurance'**; see the other sources of income available under **'disabilityinsurance'**.*

Order some Real Life Stories flyers at a very good rate and add in mail-outs to your clients. Great pieces to include in their annual review letters to generate interest!

<http://www.life-line.org/life/index.html>