



RAY RIEGER TRAINING

Product Pres. #3 Script

PRODUCT PRESENTATION #3

So the last thing I need to go over with you is family protection. The banks need how you are going to protect you and your family. So in the event that you pass away your loan will be paid off in full and you will be transferring over an asset to your family members rather than a liability. And as well, if you are sick or injured on or off work your loan payments are made. This is actually a non-taxable benefit as it doesn't get paid to you, it gets paid to the bank. So basically it gives you a raise when you are going to need it the most.

Now with the family protection that puts your interest rate to% and your payment to\$ how does that sound?