



The top 5 lead-in questions for final expense

- Have you or someone you know ever been responsible for making funeral arrangements? How did it go? Did it create financial problems?
- Who will be responsible for your funeral arrangements when you die? Is that person financially prepared?
- Does your spouse have enough savings to protect against the immediate loss of your income?
- Are you aware that bank accounts and assets are not available to your children immediately upon your death?
- If you don't take out a final expense policy, what alternative plan will you use for your family?

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