

# INDIRECT COST



- You've made a lot of smart decisions in your life that's why you have the nest egg and cushion. This is just another one of those smart decisions. Because it took you so long to build that nest egg up, just like that, cancer, heart or accident can take it away. What's cool about us is if you don't use it you can get all your money back.
- We have plans that fit in everyone's budget. We'll get you covered today
- If you couldn't work for 6 weeks, 6 months or up to a year, how would that affect you financially?
- I hear that from a lot of people, why do you say that for yourself?
- Maria said it's like going on vacation with none of the fun. You're swiping your credit card for gas, food and lodging.
- Unfortunately, you can't use your Health Savings Account for your bills like gas, food, lodging and electricity.
- We have an A+ rating with the Better Business Bureau. Why do you think that's important?
- We have over 13 million policyholders with Globe Life. That just shows you we're not going anywhere.
- The reason why we work with the local fire department and schools in the area is because we're simple, affordable and an easy decision.