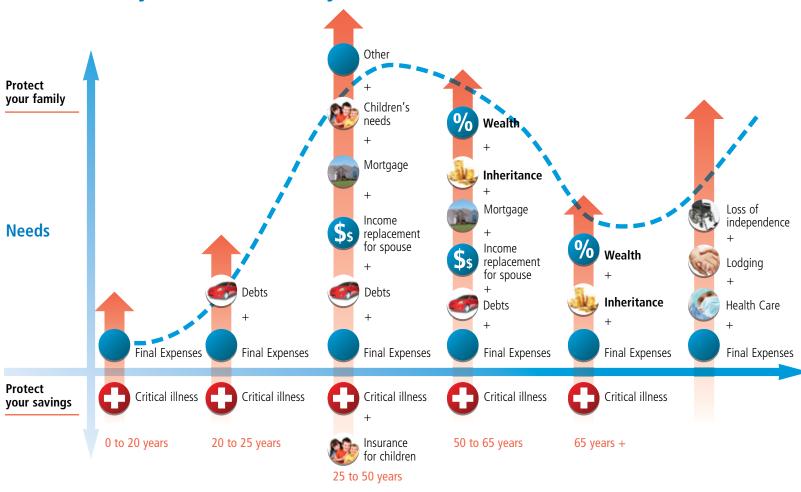
LIFE INSURANCE TRADITIONAL INSURANCE

Who meets your needs over your lifetime?





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The greatest risks
(xxx = most important - xx = important - x = least important)

			Death	Disability	Illness	Death or illness of a child	6
		Priorities					Comments
Protect your family	Other + Children's needs +		Decreasing Decreasing	_			
Current needs	Mortgage + Income replacement for spouse	+ Income replacement years - Decreasing					
	+ Debts + Final Expense		Decreasing				
Protect your savings	Critical illness + Insurance for children	For life (Inflation					
	Tor Children]					

The elephant, a symbol of our 120 years of strength and solidity.



