

Resource Central

Tools to grow your business



We are happy to have you as an agent and we are committed to assisting you as you grow your business. **Included below are useful strategies and resources on:**

- Guiding clients on leaving a legacy.
- Learn why now is the best time to start utilizing your opportunity with NGL.

National Guardian Life Insurance Company (NGL) has a unique mix of products available that will pay for funerals, help protect assets and/or transfer assets to the loved ones and charities your clients value most.

Are you ready to grow your business? We can help you utilize the NGL AssetGuard insurance product alongside the NGL Estate Planning Trust and NGL Funeral Expense Trust.*

In addition to the information below, there are additional resources available to you on our agent website, www.MyNGLIC.com.



Expanding your knowledge



As you learn more about your clients you may discover that they fall into one of two categories. There are those who are concerned with qualifying for Medicaid in the near future and protecting their assets and then clients who are more concerned with legacy planning, passing wealth on to the next generation through the transfer of assets.

Working in tandem with NGL's whole life insurance product, the NGL Estate Planning Trust and the NGL Funeral Expense Trust can help clients achieve their wishes and provide a peace-of-mind as they plan their financial future.

For Clients Who Want to Leave a Legacy, There is a Solution explores how one advisor focused on prospects who wanted to use life insurance to leave a legacy for their loved ones or a favorite charity (or both). This advisor found that NGL's insurance products and ownership vehicles provide valuable options for prospects.

“

I always **start with the assumption** that the person is unfamiliar with [trusts] and their value...

... these are the kinds of people who want to **transfer their assets** to their heirs and favorite charities, while at the same time setting aside funds to pay for their funeral.

The **peace of mind** they gain from this approach is priceless.

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[Click here to read *For Clients Who Want to Leave a Legacy, There is a Solution*](#)

Want to learn more?

There are training materials available for you. Check out these resources today!



Give Yourself a Raise This Year, Offer Your Clients NGL AssetGuard

Benefits of NGL AssetGuard

- Pays funeral expenses AND protects assets!
- Many of your clients may want this protection
- Everyone qualifies
- 99% of benefits are paid within two business days of receiving claim requirements and without a death certificate*
- This is truly the final piece to everyone's financial plan!
- It is easy to do! TWO pieces of paper
- The trust documents are FREE to your clients
- You can use EXISTING money!
- Clients can set aside funds for funeral costs WITHOUT visiting the funeral home!

Get started now

Thank you for choosing NGL products to provide support to your clients with their insurance needs. We greatly appreciate our partnership.

Please do not hesitate to contact your dedicated Life Product Support team at 800.762.9883 or email us at lifeproductsupport@nglic.com with any questions.



[Give us a call](#)



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** Not available in Indiana. Indiana residents may use the NGL Final Expense Trust, which offers similar benefits using an Indiana-based trust.*

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