



**SONS of  
NORWAY**

125 years of  
Protecting  
Families



# Rich History of Protecting Members

## Who are the Sons of Norway?

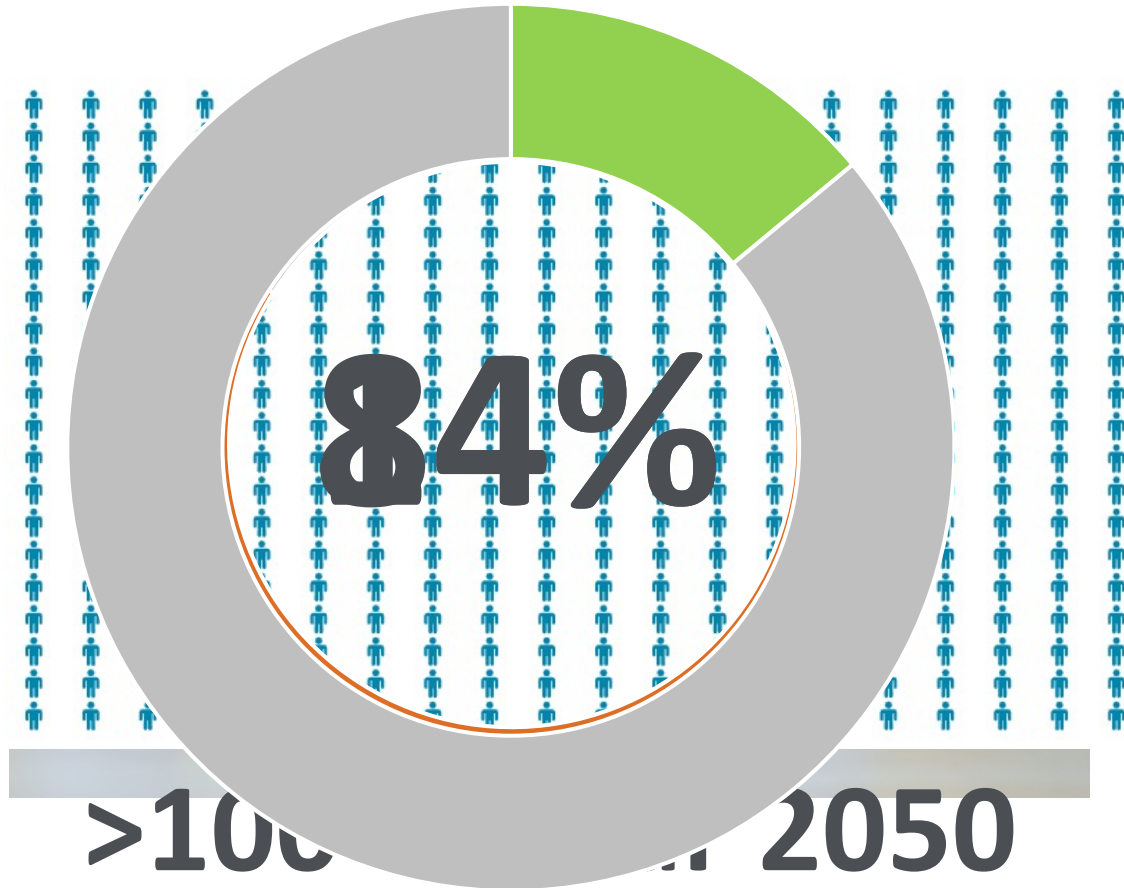
- Founded by 18 Norwegian immigrants
- Pooled their resources to guard against hardships
- Evolved into the Fraternal Insurance Company we are today



# Steps That Provide a Secure Financial Future

- Financial security isn't just for the wealthy, it is achievable for everyone with a plan in place
- Securing a lifestyle you are used to, is something that can be done if the right steps are taken:
  - Starting at the right age
  - Saving money using a diverse strategy
  - Protecting your family with Life Insurance from the unknown

# Retirement Concerns of Today



- 53% of people ages 50-64 are worried they will outlive their money in a recent Gallup survey \*
- People are living longer and recognize the need to have a portion of their money in safe reliable financial vehicles
- By 2050 it is expected to have over 1,000,000 people over age 100 in America
- A TIAA-CREF survey also revealed that 84% of Americans said that having guaranteed income in retirement is important
- Only 14% had taken steps to secure a lifetime income with an annuity

\*<https://news.gallup.com/poll/104605/many-americans-fear-theyll-outlive-their-money.aspx>



**Protecting Against Loss of Income**



**Protecting Your Legacy/Assets**

## Protecting Against Loss of Income

## Protecting Your Legacy/Assets



Starting a  
Career



Marriage



Raising  
Children



Buying a  
Home



Funding  
College



Retirement



Healthcare  
Expenses



Legacy  
Planning

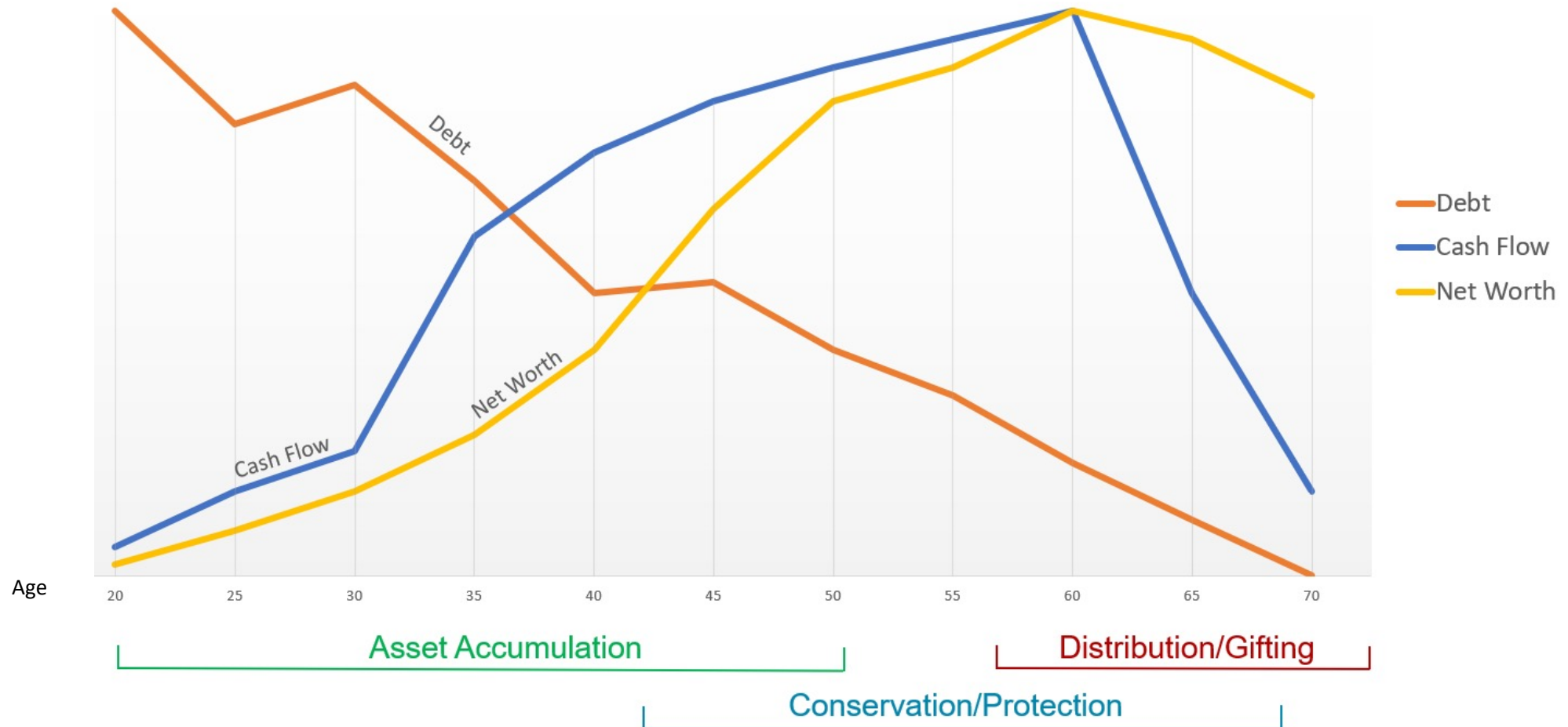


Final  
Expenses

**Term Insurance**

**Annuities & Final Expense Insurance**

**Permanent Insurance**



# Life Insurance in the overall plan

- **50 Million** U.S. Households recognize they need more life insurance\*
- **33%** in a committed relationship wish their partner would purchase more life\* insurance
- **35%** of all U.S. households would feel adverse financial impacts within one month if a primary wage earner died\*

## Who Needs Life Insurance?

- **Anyone who wants to protect survivors or dependents against financial hardship if you die. For example, if your family were to have trouble getting by without your salary, a life insurance policy can provide funds they need to continue living their lives. Here are some other ways, life insurance can benefit you:**



Final Expense



Mortgage Protection



Income Replacement



Estate Planning



Charitable Giving

## How Much Life Insurance Do You Need?

**Every individual's insurance needs are different based on various factors, including:**



Current Income Levels



Current Savings



Accumulated Debt



Future Education Needs



Retirement and Financial Goals



Your Age and Life Stage

**Lets look at the stages for a male 25 married with 2 children ages 1 and 2, earning \$40,000 a year.**

## Liabilities

- Student loans \$50,000
- Mortgage \$125,000
- Auto loans \$15,000
- Credit Cards \$10,000

## Final Expense Needs

- \$15,000

## Current Insurance Through Work

- \$40,000

## Needs

- |                      |             |
|----------------------|-------------|
| • Income replacement | \$1,200,000 |
| • Liabilities        | \$215,000   |
| • College fund       | \$160,000   |
| • Final Expense      | \$15,000    |
| • Current insurance  | (\$40,000)  |

**Total Need** **\$1,550,000**

**Now 20 years later 45 married with 2 children ages 21 and 22,  
earning \$60,000 a year.**

## Liabilities

- Mortgage \$175,000
- Auto loans \$20,000
- Credit Cards \$15,000

## Final Expense Needs

- \$15,000

## Current Insurance Through Work

- \$60,000

## Needs

- |                      |            |
|----------------------|------------|
| • Income replacement | \$900,000  |
| • Liabilities        | \$210,000  |
| • Final Expense      | \$15,000   |
| • Current insurance  | (\$60,000) |

**Total Need** **\$1,065,000**

**Another 20 years 65 married with 2 children ages 41 and 42, retired**

## **Liabilities**

- Mortgage \$75,000

## **Final Expense Needs**

- \$15,000

## **Estate Planning/Legacy**

- \$200,000

**Total Need** **\$290,000**

## Life Insurance Products

- Term life insurance is designed to cover you for a specified period of time – usually 10, 20 or 30 years. A death benefit is only paid if the insured dies within the term period.
- This type of coverage is ideal for many situations and most commonly purchased at younger ages

## Life Insurance Products

- Permanent life insurance has no fixed term and is designed to cover you for your lifetime. The premiums are typically higher than term life insurance but often, it comes with a cash value component. The most common permanent life insurance products include:
  - Whole life insurance provides traditional life insurance coverage with a savings component that accumulates cash value with all the guarantees. **Guaranteed** premiums, death benefit and cash value.
  - Universal life insurance offers **flexible** premiums and death benefit with an investment component that accumulates cash value based on actual interest rates.

## What Options Do I Have With Sons of Norway?

- Term
- Whole Life
  - Participating
  - Single pay
  - Simplified Issue
  - Guaranteed Issue
- Universal Life
- Juvenile Life



Term Life

Universal Life

Guaranteed Issue Whole Life

Viking Voyager Term

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## What Options Do I Have With Sons of Norway?

- Sons of Norway offers Annuities that provide options, security, and can provide income for life
- An Annuity is a contract between you and an insurance company, you purchase a certificate with premiums and they provide you with a safe and predictable income

# Why Choose Sons of Norway?



**Guaranteed Coverage  
Life Insurance**



**Dividend Paying  
Whole Life Insurance**



**Low Cost  
Term Insurance**



**Flexible Premium  
Universal Life Insurance**



**Bonus  
Annuities**



**Income Deferred  
Annuities**



**Immediate Income  
Stream Annuities**

# Why Choose Sons of Norway?

## Why Would I Choose a Fraternal Life Insurance Company?



A Fraternal Insurance Company is established for the mutual benefit of its members, whereas an Insurance Company is often owned by shareholders who expect a profit



Fraternal companies like Sons of Norway have lodges across the country who volunteer and give back to the communities in which they live



We are a not-for-profit company with membership that unites individuals with a common bond, empowering them to safeguard their families' financial security by offering life insurance and investment products.

## Membership Is Now Included With Most of Our Products\*

- If you are currently paying for membership and purchase a certificate your membership fees will be included in your premium.
- As long as you keep your certificate in force you will no longer pay for separate membership fees.

\*Simple Solution WL, One Solution WL, Guaranteed Solution WL, fully underwritten WL, FU single premium WL and UL the owners membership is included in the premium



# For More Information



## For a Complimentary Financial Review

Glenn Jacob

**Phone:** 907-354-6105

**Email:** [glenn.jacob@mtaonline.net](mailto:glenn.jacob@mtaonline.net)

# THANK YOU!



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