

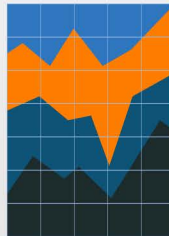


# Did You Know?

There were roughly two million final expense policies sold in the United States in 2016...



The average death benefit was \$12,000 and the average reported monthly premium was \$60.  
(more than likely less than the cost of the consumer's monthly telephone bill)



Medicare age clients are buying Final Expense and they want to buy it from a local trusted advisor...



...93% of those two million policies sold, were sold with limited underwriting.



The average age of final expense consumers is 63 years old.



...and your Final Expense sales count towards JSA's Annual Sales Summit!

**What are you waiting for?**  
**Call the JSA Marketing Team today to start selling!**



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