

**WHAT WOULD THE
ROCKEFELLERS DO?**

WHAT WOULD THE ROCKEFELLERS DO?



How the Wealthy Get and Stay That Way
... and How You Can Too

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and **MICHAEL G. ISOM**

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A Critical Discovery

Only the man who does not need it is fit to inherit wealth—the man who would make his own fortune no matter where he started. If an heir is equal to his money, it serves him; if not, it destroys him. But you look on and you cry that money corrupted him.

Did it? Or did he corrupt his money?

—Francisco d’Anconia, *Atlas Shrugged*

I **magine one of** your great-grandchildren presiding over a family fortune of tens of millions of dollars—or even hundreds of millions of dollars. And imagine that, whenever your great-grandchild receives a check to help pay for education, or to buy their first home, or to start a business or even to help survive financial disasters like medical bills, illness, or disability, your grandchild gives a quick toast to your memory. Your grandchild toasts to you because you started it all. You amassed wealth and left behind a set of values and a financial legacy to shepherd that wealth.

Is this possible? Is it possible for you not just to leave your kids better off than you were, but to spark a financial legacy of wealth and empowerment that lasts for generations?

Yes, it is. It's possible to create a family fortune that lives on in perpetuity—benefiting generation after generation after you—and it's possible to do it without creating “trust fund babies” who know how to spend money and little else. Instead, your wealth can be used to empower future generations. It can act as a launching pad for all of their endeavors, whether those are professional, academic, charitable or entrepreneurial in nature.

It's not easy and does take careful planning, but it has been done. For real-world examples, we need only look to America's past. In the 19th and early 20th centuries, two of America's wealthiest businessmen amassed incredible fortunes that each separately towered over the fortunes of Bill Gates, Warren Buffett and Mark Zuckerberg combined. Their names were Cornelius Vanderbilt and John D. Rockefeller, and the story of what happened to their fortunes embodies a lesson for anyone planning to leave wealth for the next generation.

The Fortune of Cornelius Vanderbilt

Cornelius Vanderbilt made his fortune in the transportation business, starting by ferrying goods and passengers around New York Harbor in the early 19th century. Soon his business expanded to shipping goods from the West Coast to the East Coast, using Nicaragua as a passageway. Eventually, he switched from ships to trains, where he made his largest fortune yet in the railroad business. At his death in 1877, Vanderbilt's fortune was estimated to top \$100 million, which was more than the US Treasury held at the time. That's more than \$200 billion-with-a-“B” in today's dollars.

But even as the richest man in America, Vanderbilt lived a relatively modest life. He gave some money to charity—he donated \$1 million to help start Vanderbilt University, and he also donated to churches. But 95% of his fortune was passed on to his son, William Henry Vanderbilt, leaving his surviving wife and children to split the rest.

William Henry Vanderbilt did well, doubling the family fortune before his death, nine years after the passing of his father. But that was the last time the Vanderbilt family fortune would grow. The Vanderbilt heirs became known as wealthy socialites with a penchant for lavish spending. There were ten Vanderbilt mansions built in Manhattan, including the largest private residence ever built there, plus several more around the country. Many of these homes seemed more like palaces, such as The Breakers in Newport, Rhode Island, which still stands today. But without any new money coming in, the fortune couldn't survive the spendthrift Vanderbilt heirs. By 1947, all ten Vanderbilt Manhattan mansions had been torn down.

It is said that Cornelius Vanderbilt's last words were, "Keep the money together." But the Vanderbilt heirs failed fabulously. The family fortune was squandered in just a handful of generations. A direct descendant of Cornelius died broke just 48 years after he did.

The Fortune of John D. Rockefeller

John D. Rockefeller made his fortune selling oil and kerosene. He started Standard Oil of Ohio in 1870, and by the end of the decade his business was refining more than 90% of the oil in the United States. Rockefeller's objective was to deliver the best oil at the cheapest price. He once wrote to a partner, "We must ever remember we are refining oil for the poor man and he must have it cheap and good."

And Rockefeller succeeded, pushing the price of oil down from 58 cents to eight cents a gallon.

The result was that Rockefeller became the richest man in American history. The *New York Times* said in Rockefeller's 1937 obituary that he had amassed more than \$1.5 billion dollars. In today's dollars, estimates of his wealth vary between \$243 billion and \$341 billion.

Rockefeller was a prolific giver, donating more than \$530 million of his fortune to charity during his lifetime. He also left \$460 million to his son, John D. Rockefeller Jr., otherwise known as "Junior," in 1917. Unlike the Vanderbilts, Junior kept the family money together by creating a trust for each of his children—a daughter and five sons. The bulk of the family fortune was put into these trusts, managed by a group of financial professionals referred to as the "Family Office," which would provide Junior's kids with interest income.

Six generations later, the "Family Office" is still managing the Rockefeller fortune, which is estimated to be more than \$10 billion. More than 150 Rockefellers currently receive interest income from the family trusts. And the family is said to donate as much as \$50 million per year to charity, carrying on the senior Rockefeller's tradition of philanthropy.

Choosing the Rockefeller Method

What made the difference? Why did the Rockefellers keep their fortune while the Vanderbilts lost everything? The answer, ironically, is that the Rockefellers heeded the last words of Vanderbilt. They did "keep the money together," using trusts as a legal tool to protect the fortune as much as possible from taxes, lawsuits and spendthrift heirs.

This wise financial planning has empowered six generations of Rockefellers. And many Rockefellers have found success in business

and politics, with three governors, a senator, and a United States Vice President among John D. Rockefeller's descendants. Conversely, the last well-known Vanderbilt descendant is the television host, Anderson Cooper, who had to fight his way into the industry—even forging press credentials to get a chance to report news. The Vanderbilt fortune was not there to help.

The lesson is clear. If you want to empower your children, grandchildren and great-grandchildren, don't simply leave them money to spend as they please. Keep the money together. Design trusts that direct how money can and cannot be spent. And pass on your values to the next generation so that your vision doesn't stop with you.

The Rockefeller Method isn't just for the Rockefellers. The two of us—Michael Isom and Garrett Gunderson—have changed our families' financial destinies by using this method and the financial strategy at its core.

Michael Isom's Story: Most Valuable Tuition Ever Paid

I'm about to get raw with you now....

On a Tuesday morning in mid-October, 2010, I woke up to the noise of someone knocking on our front door. It was my father-in-law. I opened the door and said, "What's up? It's early." And then I saw two large moving trucks backing into the driveway of our home. My father-in-law said, "I'm here with Terry and Derek"—my brothers-in-law—"to move Wendy and the kids out."

"No one is going anywhere," I said, and I slammed the door in his face. It was a complete surprise to me, but I was facing the reality of my actions.

Twelve hours later, Wendy and our two kids were driving away from our home, leaving me to figure out my shit. I found myself on the

bathroom floor screaming in shock at the reality of my family leaving me. What had I done? I felt so alone. I was scared. I was shaking, screaming, nose bleeding, snot streaming out onto the bathroom floor. “Why, God, why?” I asked.

It may be hard to believe, but **this dire situation was the direct result of a bad financial philosophy.** A few years earlier, at the end of 2007, I’d found myself facing the reality of losing over \$4 million in a bad investment. Over time, leading up to this huge loss, I started to convince myself that the solution to saving and investing was to take high risk in the hope of getting a high-rate return. I figured, “High risk = high return.”

Now, what’s funny is I was doing exactly what money managers are telling people to do today when it comes to investing. I was relinquishing control of this most important commodity in my family’s life and mine, instead of maintaining control. I was focusing on a high rate of return outside of my control, outside of my business. It was a huge gamble, and I lost.

Gambling is win-lose, not win-win. It’s a zero-sum game. I had been in the financial services industry for seven years at that point, and I’d been investing for more than fourteen years. I asked myself, “Should I have known better? What was I thinking? How did this happen? Did I get greedy?” I thought to myself, “Shame on me. What an idiot.” Little did I know the huge effect that this would have on my family and me.

Because what I had risked was our family’s life savings. Our retirement savings were gone. Our kids’ college education money was gone. We hear about people losing money like this, and we think to ourselves, “That will never happen to me.” We don’t grasp the concept of risk and loss until it happens to us.

The true cost of subjecting that amount of money to that kind of risk and losing left me paralyzed. Mentally I could not function. Days turned into weeks, and weeks into months and months into over two years of a downward spiral.

... I was haunted by thoughts of suicide, major anxiety, excessive drinking, and feeling no connection with my wife and kids.

... I almost got divorced.

... I lost two years of my life that I will never get back.

... I was a mess in so many ways as a result of subjecting my family's life savings to that kind of risk.

That Tuesday in 2010, shaking on my bathroom floor, I reached a turning point. I felt a rush come over my body that I'd never felt before. I dropped to my knees in prayer, retracing all of the steps that had led to this. I committed in that moment to extract the life lessons, overcome them, and never let it happen again.

Suddenly I knew what my life's purpose was all about: finding a new way to handle money and finance that doesn't follow the high-risk, high-return paradigm, and sharing it with everyone I can possibly reach so that they never, never, never have to go through the kind of pain I was in.

I went to work. I went to work on myself. I knew that I had to get healthy in every area of my life to get my family back, and I did just that. Little by little—this book, that book, this class, that class, this mentor, that mentor—I crawled my way back to a prosperous life and found a way to be a responsible steward of money.

I asked myself, “What are the most powerful financial institutions today?” The answer: banks. They control the capital. They use other people’s money and make a spread on that money. They don’t take much risk, and they reap a very high rate of return. So I started thinking like a bank. I started acting like a bank. I became a bank with my own money. I started doing for myself what the safest and most profitable financial institutions in America are doing. It was a discovery that the Rockefellers had figured out long ago. I created a system for paying less in tax, safeguarding money, having access to that money along the way, earning interest rather than paying it, ensuring that money survives from generation to generation, and simplifying personal finance.

No longer do you have to subject yourself to the uncertainty of the stock market, or any other risky investment. You can manage your money just like a bank, and I will show you exactly how to do it. Since that low point in my life, from January 2011 until now, I’ve assisted more business owners and professionals across the country than I ever had in my entire career up to that point. I’ve earned back almost all of the money that I lost. I have clients in 40 of the 50 states. I’m now often asked to share this experience with groups across the country to show what’s possible. I love my life. Every area of it. My relationship with my beautiful wife Wendy has never been more fulfilling. My kids and I are closer than ever. The influence I have on them is incredible. My body is functioning at a high level. I’m mentally healthy and spiritually connected. My ability to help others with money and finance, which affects every area of their lives, is transformational. I am wealthier today than I have ever been in the past. And I am now leveraging my past experiences to create massive value in the lives of others, and you can too.

This philosophy is the centerpiece of The Rockefeller Method, and it was set up to assist business professionals just like you. Money and finance play a significant role in our lives, enhancing who we are.

Consider these questions in your life today:

- **How are money and finance affecting your life today?**
- **Is it?**
- **Is it enhancing it?**
- **Do you want it to?**
- **Is it holding you hostage, keeping you in the scarcity mindset, robbing you of your life's vision?**
- **Or is it being leveraged in an empowering way to lift you and others up?**
- **Is it empowering you to expand, grow, and create in every area of your life?**
- **Allowing you to live an abundant life filled with the deepest expression of who you are?**

This can be your reality.

I know it's possible and I can show you the way. I am humbled, appreciative, and empowered to lead you in greater wisdom, insight, and understanding on this topic of finance, money, and banking.

In conclusion, what would the Rockefellers do?

They value and enhance more than ever before their #1 Asset. *Themselves.*

You are your #1 Asset.

Most mainstream planners out there today who “sell” for the financial institutions and their agenda (more on their agenda in a later

chapter), focus on property value assets only. Property value assets consist of things like your home, your business, cash savings, investments, real property, etc.

There is little to no mention of one's Human Life Value assets. HLV. HLV assets consist of things like your education, your life experiences, your integrity, your knowledge, and your personal self-worth.

HLV is who you are as a person.

HLV is the source and creator of all property value.

It's a simple formula. Do you want more property value in your life? Then you have to increase your HLV first.

And I love this about the Rockefellers the most. As they've shown us, you can leave both your property value assets and your HLV assets to your family when you pass on.

It's not one or the other.

Your **#1 Investment** has been and will always be your own business/career. The Rockefellers had it figured out.

Think about it. You are maintaining control versus relinquishing control. You have the most knowledge and expertise in this area. You care the most about this area. You are passionate about this area.

This leads us to the **#1 Strategy** today—the Rockefellers' strategy of saving. We can show you how to reserve and leave behind the greatest amount of wealth for generations to come by using this strategy.

This is what we call ... **Cash Flow Insurance**.

In the chapters that follow, you will discover exactly **what** Cash Flow Insurance is, **how** it works, and **why** it's the most efficient way for you to grow your wealth in coordination with everything else in your life.

I am personally excited for you to benefit from these timeless strategies.

Garrett Gunderson's Story

I grew up in the coal-mining town of East Carbon, Utah—a tiny community of only a thousand or so people where everybody knew each other. My father and my grandfather were coal miners, and I was born into financial bondage. My parents gave me everything they could by instilling great values—hard work, perseverance, and love—but they couldn't give me much in terms of money, wealth and financial knowledge.

The only person I really knew who was a business owner was my grandfather, and it was just a side business in addition to his work as a coal miner, repairing televisions and playing in a band. As a little kid, I would go around with him as he drove his red van around to people's houses and helped them repair their TVs. Everybody knew him and respected him. I would sit and watch him work in his shop, and as I grew up, I grew to admire him more and more. See, my grandfather is my hero. He was the patriarch who glued our family together. He was always family oriented, always made time for family—coming to every ball game, every birthday party. Imagine if he had all of this and the power of the Rockefeller Method.

When I started out in financial services at nineteen years old, my family, being the nice, supportive people that they are, agreed to let me help them out. I managed their money, and as the market rose in 1998 and 1999, their finances grew too. In my little community, I became a kind of Doogie Howser MD of finance. But when the market went down in 2000, I realized that I had been riding a wave. As Warren Buffett said, “You find out who's swimming naked when the tide rolls back,” and I was definitely swimming naked.

This was one of the most pivotal times of my life. Instead of telling people they were “in it for the long haul,” or “the market is on sale,” I chose to face each one of my clients and got them completely out of

the declining market between March and May of 2000. I also told them I didn't really understand what I was doing. My training at the time was mainly in sales and products, not in markets and strategy, and I came clean with each client about my limited training. This saved them hundreds of thousands of dollars (and it would have been millions if I were managing more money, but I was in my very early twenties, and fortunately had just started out). People saw this act as one of integrity, and it gained their trust as I saved them money and told them to find another adviser or wait until I got really clear about what to do. I did.

Then, my grandfather's sister—my great-aunt—got really sick and was put in the hospital. My grandfather was an Italian immigrant, and our entire family had adopted a scarcity mindset when it came to money. He rarely spent money on anything (other than his grandkids). Frugal would be the nice way to put it. And if my grandfather was frugal, my great-aunt was beyond frugal—a miser. She put money in Folger's coffee cans, which she put in the cellar or buried in the backyard. She applied for welfare even though she had over half a million dollars in her savings account. They never talked about money, wealth, or value creation, or taught anyone anything about stewardship. All they did with the money they made was hoard it.

My great-aunt, who never married, stored all of the family money in her account even though two thirds of it belonged to her siblings. When she went into the hospital, my grandfather and their other sister sat me down and said, "Garrett, we really need your help." No one was just being nice now; they needed to figure out how to use their money to care for my great-aunt and avoid losing it to nursing care expenses and medical care costs. So I came up with a strategy for them whereby they could take care of their sister without having the money that was meant for all three of them evaporate in a year or two.

I felt really good about helping my family out in that way, and my family was pretty impressed with me. But then my grandfather looked at me and said, “When you graduate are you going to get a real job?”

Even after I had helped them with this great financial strategy, my grandfather didn’t really believe that being in business was a real job. To him and to my mother, it wasn’t stable or secure enough. It seemed like a risk and unfamiliar territory. Maybe the long trip to the United States from Italy had created a mantra to never put the family at financial risk, but unfortunately this caution had turned into scarcity-based thinking.

My grandfather and father both worked for unions that went on strike. I remember my dad eating crackers for weeks at a time because he and my mom didn’t have money for food while the miner’s union was on strike. And yet, they felt being a business owner wasn’t stable.

I was incredibly confused, and as I went through my senior year of college, I got more and more depressed. I couldn’t see a clear vision of my future. I had job offers from Arthur Andersen, Merrill Lynch, American Investment Bank, and Strong Investments—which was the number two investment family in the world at that time. But because of the doubt instilled by my family’s concerns, I was constantly questioning myself, asking if I could really do it or if I should just take one of these job offers.

Even though I was already making money in the financial services field, I almost made the decision to move to Milwaukee to work for Strong Investments. My girlfriend at the time—now my wife—said to me, “I don’t know if I want to go to Milwaukee, but you should follow your dreams.” The problem was, I couldn’t tell if that’s what I was doing. Even in school, nobody was encouraging me to stay in business—with the exception of one professor: the Dean of the Business School, Dean Templin.

In a meeting, Dean Templin said to me, “You’re already making more than all of your professors. Why would you take advice from them on what you want to do for a career? They’re here to give you education in other areas. You just do what you’re doing.” And, as it turned out, by helping one of my professors (who had been a fund manager previously), I ended up making a commission that was more than any of the salaries from these other job offers.

So I decided to stay in business, even though it wasn’t a “real job” according to my family. And when I showed my grandfather my bank account to let him know that everything was going to be okay, and told him about all the ways I was helping my clients, he started to tell everyone about me. Not a day went by in which he didn’t get teary-eyed telling me how proud he was of me. He realized that I was doing what I love to do—and that I was changing the future and financial destiny of our family.

The strategy I ended up teaching my grandfather and his sister was the first piece of the Rockefeller Method. This knowledge can give you

This knowledge can give you the chance to change your family’s financial future so that the next generation isn’t born into financial bondage.

the chance to change your family’s financial future so that the next generation isn’t born into financial bondage. I started the first phase of this strategy by using Cash Flow Insurance in 1998 as a fool-proof strategy, and it has evolved into something that I will use to perpetuate my legacy. Our family will be able to advance, instead of

starting over every time someone from the previous generation passes away. I’ll be able to take what my grandfather wished he could have

given me, and give that opportunity to future generations. And you will too.

This methodology allowed my grandparents to leave an extra \$250,000 to their heirs tax-free while enjoying a fuller life the last ten years they were alive. That \$250,000 may sound small, but they lived in a community where houses sold for \$20,000-\$40,000.

So, how do you leave a financial legacy that will empower your family for years? For my family, we will implement the Rockefeller Method. And we will do everything we can to avoid the Vanderbilt way.

I believe the Rockefeller Method, where wealth is centralized and directed by a carefully planned trust, is the best way to perpetuate, preserve and protect wealth. That's why I've invested substantial time and energy designing the financial legacy that I will leave my family, along with finding the right person to help, of course.

Andrew L. Howell is my estate planning and asset protection attorney, and he's helped me create a plan that will empower my kids and their kids and hopefully many generations after that. As the grandson of prominent estate planning attorney, Max B. Lewis, and the beneficiary of a family trust himself, Andrew is the foremost expert on the topic of making family fortunes last.

Recently, Andrew co-wrote the book *Entrusted — Building a Legacy That Lasts* with his law partner, David R. York. On page 118, they describe the challenges of making family wealth survive more than just a few generations:

Preserving and protecting financial wealth requires an understanding of, and a solid plan for, counteracting the three primary forces that erode wealth over multiple generations. Just as water, wind, and gravity work to erode natural monuments, three forces work to erode financial wealth over multiple generations.

1. The division of assets among the generations
2. Transfer taxes and capital gains taxes
3. Business risks and third-party attacks

Studies have shown that as a result of these three forces, financial wealth doesn't last past the third generation in 90 percent of high-net-worth families. This truism has sometimes been expressed as "Shirt-sleeves to shirtsleeves in three generations," an American translation of the Lancashire proverb, "There's nobbut three generations atween a clog and clog."¹

It's amazing how quickly wealth can disappear when you factor in those three forces: division, taxes and risk. Andrew illustrates the point in the book. He uses as an example two parents with a \$100,000,000 estate; they have four kids, who each have four kids, who each again have four kids (the great-grandchildren). Without proper planning, and applying just the 40% estate tax to each generation transfer, each great-grandchild will receive just \$343,750 out of an original \$100 million.

While inheriting over \$300 thousand isn't a bad deal, the family fortune is gone. Even leaving \$100 million behind wasn't enough to beat the rule of "shirtsleeves to shirtsleeves in three generations." Now just imagine if you left behind \$1 million or less—your financial legacy might not reach even your grandkids.

Fortunately, that's only what happens when you follow the traditional estate planning route. There is another way. From *Entrusted*:

1 (<http://www.wsj.com/articles/SB10001424127887324662404578334663271139552>, <http://www.corpmagazine.com/special-interests/familybusiness/shirt-sleeves-to-shirt-sleeves-in-three-generations/>)

Assume, for example, that you have sufficient funds to allow one generation to supplement its income, take more extravagant vacations, and retire early. What if those funds were instead used to foster education, provide a small but meaningful down payment on a first home, or provide loans to start a business? For how many generations could the funds last in that scenario? Two? Three? Four? What if those successive generations repaid and/or replenished these funds? Would it be possible for a family to create a perpetual opportunity machine?

The answer is yes.

Finally, Entrusted Planning is built on a belief in successive generations. It says, "You don't need my financial wealth; you just need a start and an opportunity." That belief in a child, grandchild, or beyond, is powerful and can be life changing.

Traditional estate planning generally passes a lump sum of money, with minor or few conditions which is basically transferring the ends. Entrusted Planning focuses on the means and allows the family members to create their own ends. It's based on the belief that the goal for successive generations should be self-sufficiency and independence, and so it focuses on the ability to replicate wealth and not simply on sustaining and consuming it. It's based on a simple but fundamental principle: successive generations, when given sufficient opportunity and means, can and will achieve on their own.

Entrusted planning is Rockefeller style planning. Regardless of whether you leave \$1 million or \$100 million behind, you can make your financial legacy last in perpetuity if you plan it the right way. Rather than leaving wealth to the next generation, you can leave them opportunity. You can make it so your family doesn't have to start over

every generation at zero, and instead is able to leverage your legacy to get a foot up in the world.

For example, if my descendants have a business idea, I want to empower them to start that business with the family trust rather than leaving them to try to make it happen while working a minimum wage job on the side. I want to help my kids pay for education without leaving them shackled in debt. And I want to empower them to make a bigger impact in the lives of others by encouraging them to make good choices. I want my trust to be a magnifying glass for good and a deterrent for evil. If they're not doing healthy, productive things, then they're not going to get access to anything. But if they are producing value, they will be empowered.

For example, I have a deal with my kids that if they read and write a book report on *Atlas Shrugged*, I'll give them \$10,000. I also have other deals in place to encourage them to find and live their Soul Purpose. So instead of dumping money in their laps that could ruin and spoil them, leading to a life of unhappiness, my objective is to teach them to yearn to earn. I want to avoid creating "trust fund babies," and instead help illuminate the Soul Purpose of my descendants. They will not be able to live lives of entitlement, but if they are good stewards, they will live privileged lives.

That is the Rockefeller Method. And in this book, we want to share with you the financial strategy and key tool that allows it all to happen: Cash Flow Insurance. Michael Isom is the expert on the core of this methodology, and we have both used it to power the Rockefeller Method that has changed our families' financial destinies.

Can I Really Have My Own Family Bank?

The **Rockefellers** have a family bank. But their circumstances and finances are dramatically different from, well, almost everybody's.

Everybody wants to save money. Everybody wants to make money. But most people are going about it the wrong way. Most people believe that you have to scrimp and save in order to make money. There's an idea that you have to "shrink yourself to wealth." But it doesn't pay to be penny-wise and pound-foolish. Cutting back can actually cost you. If you let yourself get into a scarcity mindset, you'll miss out on opportunity. "Saving yourself rich" doesn't actually work.

"Saving yourself rich" doesn't actually work.

It is inarguably true that in order to get ahead, living within your means is sound advice. However, what most people don't realize is that they are not fully utilizing the means that they have. You are losing money, leaking it all over. Some of it's going to Uncle Sam. Some of it's going to Wall Street. Some of it's going to financial institutions and insurance companies. We want to show you how to become more

efficient and put that money back in your pocket. You can recover your cash flow by rigging the game in your favor and putting your money to better use. How? By earning interest rather than paying it, bucking the banking system and cutting out the middle man (the bank) to become your own bank, and creating a bank for your whole family for generations to come.

Let's start with a tale of two families: the Rockefellers and the Vanderbilts. If you take a look at the Forbes 400 list of the wealthiest families in the country today, you'll notice that the Rockefellers are still on that list. The Vanderbilts, on the other hand, are not. Why? Because the Rockefellers had a method to perpetuate and preserve wealth, rather than just handing it down to each generation to start over again. The Rockefellers kept their wealth centralized, which allowed their family to become stronger.

When most people die, their money just gets distributed and spent. Their wealth gets destroyed. But we know that you can preserve it, perpetuate it, and live prosperously along the way. The Rockefeller Method is not about controlling everything from the grave. Rather, it is about giving successive generations parameters whereby they can tap into a family bank, or even a board of people they can connect with who represent some of the knowledge you would have bestowed on that generation were you still alive.

You can set up a trust that allows any descendent to use that money for an entrepreneurial program, a mastermind program, or a college education, for example. In order to access money they would write a plan to the board of the trust, saying, "I'd like to go to this college, and it costs this much money, and I'd like to borrow that money from the trust." It is, in essence, a family bank.

The trust allows this loan due to the investment in education, the expansion of the individual's ability to create value and earn a living, but it is imperative for that individual to have a Cash Flow Insurance policy that protects that trust. As soon as a beneficiary of the trust is born, the trust takes out a life insurance policy for the maximum amount of insurance a company will offer. That way, if the borrower never pays the money back, it's not detrimental to the survival of the trust. They have restrictions on how much they can borrow, and if they are not able to pay it back in full, the trust will be made whole again by the life insurance. And if or when they do pay it back, the interest on that loan is NOT getting paid back to the government or to a banking institution, but back into the family bank, keeping the family strong.

You can set up a trust like this for experiences, for entrepreneurship, for any number of enterprises. Then, you can set up a model so that people can only borrow a certain amount or even a specific number of times, depending on the assets in the trust. And the board you set up can use something called a statement of purpose—an extended family mission statement, if you will—that will govern their decisions and make sure the money is put to good use. Garrett has a fifty-one page “statement of purpose” for his board! The board can help teach, educate, mentor and support the family, while also protecting your wealth.

When it comes to saving, protecting and growing your money, traditional banking is not your friend. First of all, banks pay atrociously low rates. As of the writing of this book, a typical savings account at a major bank will only pay you about a 1% return, and that's only if you deposit at least \$100,000. Anything less than that, you may only get 0.05% back! CDs are much the same, only paying back 0.5%–2%.

Government savings bonds are only paying 0.6% at present. It's nearly impossible to find anything at all that will give you back more than 2%. Other investment vehicles like securities have eroding factors, like management fees, which can be as high as 2%, plus there can be the taxes that you have to pay on earnings. To get any kind of decent rate through traditional banking, you have to lock away your money for a long time, with no tax benefit. Not something you would expect the Rockefellers to do.

Moreover, while we instinctively trust that banks are stable, we don't know that for sure, as recent history has shown. If things go wrong, banks rely on other troubled banks, and the whole thing can collapse. Utilizing traditional banking is, in fact, one of the most damaging things that you can do to your wealth. Taking a loan out from a financial institution puts you in a hole that you then have to dig your way out of—and that is never easy.

Even if you don't currently have a family bank or a trust fund that you can tap into, there are ways to pay interest back to yourself instead of paying mountains of interest to banking institutions on mortgage loans, credit cards, and student loans. Wouldn't you rather have a banking system that safeguards your wealth, grows your money, provides stability and predictability, and allows you to have access to your money?

Very simply put, Cash Flow Insurance is overfunding a permanent life insurance policy in order to use the cash value as a savings vehicle and personal "bank."

Well, you can — with a strategy and tool called Cash Flow Insurance.

Very simply put, Cash Flow Insurance is overfunding a permanent life insurance policy in order to use the cash value as a savings

vehicle and personal “bank.” This is obviously a very over-simplified definition, but we’ll give great resources and depth for you in this book! When you have Cash Flow Insurance, you retain control of your money, instead of handing it over to a bank where they may or may not lend you money and you may or may not like the terms. You can access your money anytime, earn interest while borrowing, and enjoy tax advantages. Your highest rate of return will be something you control—and that you can utilize for your purpose, your business, and your passion.

In an ideal financial plan, you would be able to minimize risk and loss of money; minimize taxation on the money you accumulate; minimize taxation on the money you distribute; earn a rate of return on your money; have money available that you can use throughout your life; have contingencies for death, disability, emergencies, and unforeseen factors; have economic certainty; have a systematic flow of money into your plan; and have the flexibility to make changes to your plan. You can do all of this with a strategy that integrates Cash Flow Insurance.

It’s easy to get a loan if you have good credit, good collateral and good cash flow. But if one of those things is disrupted, then when it’s time to get a loan, you are in trouble. When you utilize Cash Flow Insurance, you no longer have to apply for a loan. You no longer have to use your credit to take out a loan. You don’t have to fill out a whole bunch of paperwork. You don’t have to deal with a whole slew of obstacles—because you now have a system to access money inside your policy. It is your money that you can do with what you want.

Moreover, you have flexible payback periods. You get to choose how much and when you’re going to pay back the loan. If the loan is utilized for business purposes, you may even be able to write off the

interest! You can start paying yourself interest instead of paying interest to the bank, and you can build up your legacy plan and Rockefeller trust at the same time.

So don't sit on money earning less than one percent. Instead, store your money where you can earn better interest or collect dividends along the way, and even earn interest when you finance things yourself! Moreover, you'll have a tax-favored situation just like a bank would have if they were the ones storing your money.

"This is crazy!" you may be saying to yourself. "Is this really possible? Can I really have all of this? Can I really be my own bank and set up a family bank for the future?"

There is a way to create more liquidity, recover more cash, have much more predictability, and own the system rather than becoming part of a system you can't control. We call it Cash Flow Insurance.

We're here to tell you that you can—at least if you live in the United States or Canada. There is a way to create more liquidity, recover more cash, have much more predictability, and own the system rather than becoming part of a system you can't control. We call it Cash Flow Insurance.

Cash Flow Insurance is a new banking alternative that actually pays interest. It can create a structure to save on insurance costs from term life insurance, long-term care, or even taxes, and it can outperform the measly interest paid by the banks.

You can save money in a permanent Whole Life insurance product and coordinate those savings with all of your money-making decisions. You can use your own money instead of a bank's money, and set up a

loan scenario where you are paying yourself interest, instead of paying the financial institution.

Whole life insurance products are often guaranteed at four percent, plus a possible dividend, minus the cost of the insurance. Depending on your age, your health, and how you fund them, you will be able to net 3.75% to 5.25% on every cash dollar you put into the policy—as long as it is structured properly. Then, when you want to access the money in your policy, you do so utilizing a policy loan feature. This feature is exclusive to this product. No other product offered by a financial institution allows for you to borrow their money up to the amount of money you have in your policy and not interrupt the exponential growth of your accumulating cash. You can save your cash in an area that is guaranteed, protected and liquid to use for future money decisions that you will make anyway, but now you are the bank. You will hold onto significantly more of the money that is passing through your hands, which creates a very high rate of return.

And in fact—banks themselves use cash flow techniques very similar to the ones we’re going to discuss in this book! Why should banks get all the advantages? Instead, rig the system in your favor by doing the very same things banks do with your money when you hand it over. Basically, all you are doing is cutting out the middleman. When you put money in a bank, the bank puts a certain percentage of that money into life insurance as part of their reserve account. They do this because life insurance has tax favor and earns dividends that can lead to a higher interest rate than their other reserves. So why not just put money into life insurance yourself, and take the bank out of it all together?

Insurance companies have strict parameters on where they can

invest the money in the general portfolio. They aren't allowed to invest it in anything too volatile, so they make more stable investments. In fact, insurance companies are the largest purchaser of long-term corporate debt issued by corporations.

Moreover, if you want to borrow from your policy, all you have to do is make a phone call or send in a form. Both of us have had our policies overnight us a check, or wire us a check, or send a check by mail. Then, we choose when we want to pay it back. We can treat it just like any other automatic loan. We can choose when we want to pay extra, and choose when we don't. We never have to disclose that we took out a loan, so it won't affect our credit. It's the ideal loan. And the only requirements for getting the loan are that we have some cash in our policies to borrow, we can make a phone call, and we can sign a piece of paper. It's the easiest loan either of us has ever had to deal with!

If you utilize Cash Flow Insurance, and get everything properly set up, you'll be able to pay for your kids' college, pay off debt, finance your home or car, start a business, have an emergency fund—and earn interest the whole time. Cash Flow Insurance is instrumental in creating economic independence. It will increase your clarity and peace of mind by allowing you to *know* rather than *hope*. When you *know* that your savings are stored securely where they will have a guaranteed rate of return, you can make your financial decisions, run your business, and plan your life in a different way than when you are just *hoping*. Then you can leverage that certainty in your planning in all other areas of your life.

So, do what the Rockefellers do. Make the choice to redirect the money you're currently saving, and reallocate those dollars into your Cash Flow Insurance system. This will allow you to have liquidity,

savings, the death benefit, and the guarantees, and enable you to utilize your money along the way for future financial decisions, all while benefiting yourself instead of benefiting financial institutions. Guard against uncertainty, and stop feeling so stressed about finances. Get into a financial position in which you are free to choose the path you enjoy most. Ensure that your great, great, great grandkids know not only your name, but what your family stands for, and how they can live the best lives they have to offer. Find your path to financial independence, perpetuate your wealth, preserve your values, protect your family, and change their destiny—all through the Rockefeller Method, and by utilizing Cash Flow Insurance!

But Dave Ramsey and Suze Orman Said No!

There are probably no better financial pundits than Dave Ramsey and Suze Orman when it comes to getting a train wreck on track, or to build the necessary mindfulness of what is happening with someone's money. This makes a big difference. Eventually, though, cutting back can kill production. Eliminate value creation and the constraint leads to limited results. The Rockefellers don't take advice from Dave and Suze, and unless you are in a dire situation or a financial train-wreck, neither should you.

We know that some of you may have read the words "Whole Life insurance" in the previous chapter and raised your eyebrows. Even we have heard Whole Life insurance referred to as "a hole you throw your money into." Dave Ramsey and Suze Orman scorn permanent life insurance products. Ramsey has said that "cash value life insurance is one of the worst financial products available." Orman put Whole Life insurance in her top ten list of hated investments because "they literally do nothing for you, and do everything, in my opinion, for the financial salesperson that sold them to you." They advise against

purchasing them, instead suggesting that you “Buy term [insurance] and invest the difference.”

If this is what big-name gurus are saying, why are we saying the opposite? Are Dave Ramsey and Suze Orman just plain wrong? Well, not exactly. Ramsey and Orman both believe in cutting back, in budgeting and sacrificing, in not spending too much. If the road to wealth is being price conscious and spending less, in a certain context they are right: in the short term, term insurance has a significantly lower price tag than Whole Life insurance.

However, we’re not interested in helping you nickel and dime in the short term. We’re interested in helping you find economic independence and security in the long term, for the rest of your life. And from that perspective, Ramsey and Orman couldn’t be more wrong about Whole Life insurance.

According to Ramsey and Orman, financial advisors who sell Whole Life insurance are only in it for themselves and are selling these products to benefit themselves rather than you, the client. In some cases, that’s exactly what’s happening. Many insurance agents oversell permanent life insurance policies in order to get their commissions. But poor practices by salesmen who are either uninformed or greedy—as

This is about setting up your policy correctly, minimizing the commissions and maximizing the benefit and efficiency for the policyholder—you!

they oversell the commissionable aspect of the policy and undersell the overfunding—don’t devalue the merit of Cash Flow Insurance. Finding a certified Cash Flow Insurance specialist rather than an insurance agent selling a product is key. This product is merely a vehicle that can be utilized due

to its unique nature and features that are not available otherwise. This is about setting up your policy correctly, minimizing the commissions and maximizing the benefit and efficiency for the policyholder—you!

And the truth is, the mutual funds that Suze Orman recommends over Whole Life insurance have fees that compound over time to be higher than the commissions are in the first place! In fact, Jack Bogle, the founder of Vanguard, has pointed out that if you start putting money into a mutual fund at age twenty-five, you can lose more than forty percent of your gains to fees by the time you are sixty-five, and up to seventy percent by the time you are seventy-five. But Ramsey and Orman never seem to talk about that fact! They are too focused on scrimping and saving with budgeting, which leads them to give very generic and limiting advice on what you can do with your money.

The risky claims financial gurus make comes after the money is saved, when the advice turns to investing. Dave Ramsey claims that you can get ten to twelve percent returns investing in a mutual fund. However, the vast majority of mutual funds don't get anywhere close to that. Moreover, there isn't any sense in comparing mutual funds or other savings vehicles to Whole Life insurance. Using Whole Life insurance as the foundation of your Cash Flow Insurance strategy isn't necessarily considered an investment. It's not one or the other. If you find an investment opportunity that will yield you twelve percent, you can access money from your Whole Life insurance policy to make the investment!

Storing your cash in a Whole Life insurance policy does not have to be the be-all, end-all of your portfolio. In fact, having amazing returns isn't even the primary reason to store your cash in a Whole Life insurance policy. Storing your cash in a Whole Life insurance policy simply allows you to become more efficient with your money. It

Storing your cash in a Whole Life insurance policy gives you a solid and stable foundation while doing much better than a savings account....all while having tax efficiencies as well.

gives you a solid and stable foundation while doing much better than a savings account....all while having tax efficiencies as well. It lays the foundation for perpetuating wealth and employing the Rockefeller Method.

Another strange claim Dave Ramsey has made against permanent Whole Life insurance policies is that the savings you build up

don't go to your family when you die. This shows a great misunderstanding of how Whole Life insurance works. The truth is, as long as you pay your premiums, you are guaranteeing that your family receives the money. If you get a five million dollar Whole Life insurance policy and pay your premiums, you are guaranteeing that your estate will receive that five million. Moreover, that number will increase as your dividends are paid and the value of your cash increases.

If you follow the advice of Ramsey, Orman and other financial gurus to "buy term and invest the rest," you will run into more problems. If you live to life expectancy, your insurance will not pay out. In most cases, your investments will not be protected from creditors. Your liquid savings will not earn more than one-percent interest. If you get sued, your mutual funds will likely be up for grabs. You will have to pay taxes on your gains from mutual funds. Your 401(k) or IRA will be subject to future income tax, plus it is a sitting duck for the estate tax.

Ramsey and Orman are focused only on spending less. But the truth is, spending less can end up costing you more. And really,

nobody actually hates insurance—they just hate paying for it. People see it as a necessary evil, and they don't understand the benefits that insurance can provide. In fact, the best way to reduce insurance expenses is to buy as much of the right kinds as possible. There are three ways to deal with risk: avoiding it, retaining it, or transferring it. If you retain your risk in order to reduce expenses, you will almost certainly end up paying more in the long run.

**But the truth is,
spending less can end
up costing you more.**

The initial premium with Whole Life may be higher than what you would pay for term insurance, but it comes with much higher value—more benefits and guarantees—and it accumulates cash. When you buy your future net worth (the death benefit), the payout is guaranteed. You'll be recovering the cost of term insurance and gaining tax efficiency, all while dividends in the policy are beating the interest you would get in any savings account. You'll be protected from creditors and financial predators in most states, and you'll be able to become wealthier by self-financing your purchases.

If all of this isn't enough to convince you, look no further than those folks in our title: the Rockefellers. CPA Sheila Brandenburg worked in the Rockefeller family office. In a recent email to Garrett discussing Cash Flow Insurance, she wrote, "It's always interesting to me when you talk about the Rockefeller Method. I spent time at the beginning of my career working for the Rockefeller family in their family office. Thankfully, many of the strategies you speak about I am aware of, and [they] are commonplace and a matter of course in those contexts." The Rockefellers themselves know that a strategy using Whole Life insurance is the way to go.

Now, Dave Ramsey and Suze Orman are both incredibly smart people with great strengths. Ramsey is one of the best there is at helping people get their financial lives back on track when they are a complete mess. Orman is great at getting people to think more critically about what they're doing and why they're doing it.

But Dave Ramsey, Suze Orman, and other financial gurus' fears about permanent life insurance only apply to policies that are badly designed. They don't apply to a well-designed Whole Life insurance policy. In the next chapters of this book, we'll discuss how to design such a policy, and the advantages doing so will have for your financial future.

What Cash Flow Insurance Really Means

So, what exactly is Cash Flow Insurance, the financial strategy at the core of the Rockefeller Method? It is a very particular and specific way of setting up Whole Life insurance policies that allows them to be supercharged. It is a way to grow your money almost effortlessly, and to have it work for you without having to worry about market losses. It is a banking system that gives you stability, security and liquidity.

Before Garrett knew the phrase “Cash Flow Insurance,” he actually bought an insurance policy and set up a similar system, without really knowing what it was. Garrett was looking to buy a new car, and he noticed that the previous year’s models that were still on the lot were selling at lower prices, with killer incentives. He found a deal that allowed him to save \$262 per month by leasing rather than buying the car with a sixty-month loan. So he took the deal, and he put that extra \$262 a month into an insurance policy. With the extra money, plus what he was saving on taxes, after thirty-nine months Garrett was able to pull the cash out of the policy, and pay off the residual value of the car to become the owner. Then Garrett took the money

he would have spent on car payments and instead made a payment into his policy every month until his policy loan was paid off, and the money was back in his policy. From that day forward, every car Garrett bought he could finance himself, and pay the interest back to himself, rather than giving that money to a bank. It didn't matter what his credit score was; it was a completely private loan. And moreover, he now had money growing on a tax-favored basis!

That was the beginning. When Garrett started an internship with Guardian Life, he started to learn a little bit more about Cash Flow Insurance. He read Nelson Nash's book, *The Infinite Banking System*, one of the first published pieces about how to use the cash value inside your life insurance policy to accelerate wealth creation. Wanting to learn more, he called Nash and had him fly out to Utah, where Garrett spent two days interviewing him. After spending some more time investigating this concept, we had Nash fly out again and talk to a small group of people. At the same time, both of us were going through a program on the economics of life insurance, reading all sorts of books on the subject, and traveling across the country studying it in depth.

By this point, we had heard the phrase "Infinite Banking with Whole Life." As we began to look at the other uses of life insurance beyond just financing and creating our own bank, we began developing this into a way to produce economic independence through what is called Cash Flow Insurance. Garrett started to discover ways to increase cash flow now and in the future. There were so many other methods and strategies to find money and create safety and stability. We were already paying less in tax on earnings, we weren't losing money if the markets started to go down, and if anyone decided to sue either of us or if there was ever a possibility of bankruptcy, our money was fully protected.

As you read more in the book, you will see there are exit strategies with business, capital gain assets or even ways to increase the cash flow from your other assets due to the death benefit that you acquire with Whole Life insurance. There are new provisions with the right companies that can eliminate the need for long-term care insurance. Strategies continue opening up as we focus on building and creating cash flow rather than accumulating for thirty years into the future—or until age sixty-five—as retirement planning teaches.

Using this new Cash Flow Insurance system as the centerpiece of the Rockefeller Method, where you can set up a family bank, boost your cash flow, and reduce your risk, is what we want to share with you in this book.

Cash Flow Insurance has three key points:

1. **It safeguards your wealth.**
2. **It helps you grow your money and increase your cash flow.**
3. **It helps you enjoy your money today and tomorrow.**

In finance, we're usually taught that it's all about accumulation. We're taught that accumulating money for the long haul is the only way to grow wealth. However, Cash Flow Insurance allows you to both prepare for the future and live wealthier today. And in fact, cash flow is far superior to accumulation as a wealth-building strategy. Think of the Amazon River—a huge, flowing body of water, full of life, with whole civilizations built around it because of the richness of water that is constantly flowing and moving. Then, on the opposite end of the spectrum, think of the Dead Sea—no flow, no motion, and

Accumulation entails setting money aside in an investment vehicle and hoping that it grows; cash flow, on the other hand, means that you are keeping your money working.

no life at all. That's the difference between the flow of cash flow and the stagnation of accumulation.

Accumulation entails setting money aside in an investment vehicle and hoping that it grows; cash flow, on the other hand, means that you are keeping your money working. You can see what's happening with your cash

flow and improve it. Cash flow means your money is tangible, coming in consistently, and that it is a reality today. It is recurring revenue. And it means that you can tell immediately whether your cash flow system is working—because if the cash flow stops, you'll know right away that there's a problem with the investment! With accumulation, you more or less just have to hope that it works thirty years from now.

Financial institutions have an agenda:

1. They want our money.
2. They want our money on a regular basis.
3. They want to hold onto our money for as long as possible.
4. When it comes time to go get our money, they want to pay it back to us as slowly as possible.

Every product and service that financial institutions offer serves that agenda. It took Michael four years to surrender to this fact. He questioned every product and service that was available. "What about this?" Michael would ask. "What about that? Well what if they did

this?” Every single time, it met their agenda. Do we get a benefit from these products and services? Yes we do. But it is not meeting our full financial potential. Cash Flow Insurance when properly understood and utilized, on the other hand, does meet our full potential when incorporated into everything else that we are doing with our money.

Now, there are alternatives to Cash Flow Insurance in terms of saving and accumulating money. We’ve seen people do really well in municipal bonds. However, right now we are at one of the scariest times for municipal bonds that this country has ever seen. Some municipalities have defaulted on bonds—something that is almost unprecedented in this country’s history. Orange County had a derivatives crisis and was going to default on their bonds, which changed bond rates for the whole state of California. Detroit defaulted as well. All of a sudden, what was once considered a very safe investment doesn’t seem so safe anymore.

And in fact, what’s most risky about municipal bonds is that if interest rates go up, which they will likely do, then the value of the bond goes down. That’s called capital depreciation, meaning you could lose principal value in your bond. If, on the other hand, your money is inside an insurance policy that you’ve overfunded, once dividends are declared, you have no capital depreciation risk.

Permanent life insurance as the foundation of your Cash Flow Insurance system stacks up extremely well when compared with other savings and investment vehicles. Savings accounts, certificates of deposit, checking accounts, money market accounts at brokerage firms—all of these offer some level of safety and liquidity. However, in order to be at all liquid, these accounts have a low yield. The highest yielding five-year CD rates available are just a little over two percent, and even that requires minimums of \$25,000 to \$100,000.

It is not easy to get a decent rate of return on a savings or investment vehicle that also provides you with protection. A Cash Flow Insurance system, however, has all of those features—plus a higher rate of return. A Cash Flow Insurance policy is a bit like a savings account with proper nutrition, exercise and sleep: it has the conditions to perform better. A Cash Flow Insurance policy is contractually guaranteed to grow at four percent interest—that’s 400 to 1,000 percent of what a typical savings account currently provides! Above and beyond that, your non-guaranteed dividends can push up your returns even higher (which is why it is critical to overfund).

Cash Flow Insurance allows you to have access to your money without penalties and with tax advantages, so you can take advantage of that deal of a lifetime when it comes along.

Moreover, Cash Flow Insurance policies are quite liquid, which more traditional money vehicles like CDs or real estate are not. Many deferred, qualified plans don’t allow you to access your money, or if you do, you have to pay a ten percent penalty and/or pay taxes on the money you take out at your ordinary tax rate. Cash

Flow Insurance allows you to have access to your money without penalties and with tax advantages, so you can take advantage of that deal of a lifetime when it comes along. You should be able to have access to your money, for whatever reason you need it—whether it’s a vacation to Italy or buying your dream home.

Now, Whole Life insurance is not the only vehicle you can use to save money and borrow from yourself, but no savings vehicle has the same benefits as Cash Flow Insurance. Retirement plans could work, because you can borrow from them—but there is no guarantee of

principal without moving to a money market at a very low interest rate. There's also no death benefit. There are strict limits on how much you borrow and on the schedule for paying the loan back, plus no ability to fund extra above the loan amount and thereby capture interest for yourself. Savings accounts at a bank could work, but they are currently paying less than one-percent interest. Certificates of Deposit and certain types of bonds offer better returns and are fairly well guaranteed, but would create penalties if you were to liquidate. There are some cases where you can get a line of credit or loan against a CD, but this still lacks key advantages since it will still be a lower interest rate.

We also don't like leaving money in a CD or a money market because it's subject to taxes, to creditors, and to low interest rates. Cash Flow Insurance offers a consistent, guaranteed return, along with powerful tax advantages and significant liquidity. With Cash Flow Insurance, it doesn't matter if interest rates go up or down, because when you have your cash value and your dividends have been paid, you are guaranteed a minimum interest rate. That means you won't have capital depreciation (you won't lose principal). You'll have stability and predictability. For Garrett, as a business owner, that stability and predictability is priceless. He is constantly looking at opportunities, and having a Cash Flow Insurance system allows him to take advantage of those opportunities. Garrett's bought into businesses, he's paid off real estate and credit cards, and he's bought a TV studio and video equipment for his business. He's used his Cash Flow Insurance policy over and over. He's found a way to recapture all the insurance costs he has through his Cash Flow Insurance policy.

Moreover, if an insurance company goes out of business, your money is much more likely to be secure than it would be at a different type of institution. When Executive Life went out of business in the

1980s, no policy-holder lost money because another insurance company acquired all the accounts without having to pay commissions to build that book of business. And even if an insurance company goes out of business and another company doesn't buy it out, every state in the country has guarantees on death benefits and the cash value in policies.

Over all, insurance companies are much more stable and predictable than pretty much any other financial institution out there. As mentioned, the particular vehicle used for Cash Flow Insurance is an overfunded Whole Life insurance policy—a permanent insurance policy set up not for a set period of time but for the whole of your life. If you live to one hundred and twenty, this policy still works!

Life insurance policies were once incredibly common. After World War I, there were nearly 120 million life insurance policies in effect in the United States—that's about one for every US citizen at the time! People had these policies not just for the death benefit, but also for the cash value. They were so common that they even showed up in the movies—in *It's a Wonderful Life*, Jimmy Stewart's character bargains with his adversary using the cash value of his Whole Life insurance policy!

We both like to get as much life insurance as an insurance company will offer on our lives, and we like to put in as much extra cash as they'll allow us. Once we have done that, we will insure our wives' lives in the same way, then our kids and even our business partners. Then, once the money moves above a certain threshold that we have set for ourselves, above what we need for our individual bullet fund or war chest, we decide where and when we are going to use that cash.

For an entrepreneur, a Cash Flow Insurance policy is most effective when used as an opportunity fund or war chest. It provides liquidity

when you need it, and when you need the money, you don't have to write a business plan or go explain the opportunity to a banker. All you have to do is fill out a form, and within forty-eight to seventy-two hours, a check shows up. We've used it to pay off loans, to finance businesses, to do hard money loans, to secure inventory at a discount, to put down payments on real estate, or even to buy out partners in real estate. Then, once we've used the money on one of these opportunities, we pay ourselves back as quickly as possible at a very high interest rate—whatever the highest interest rate is that we've been charged—and thereby grow the money that is inside that policy.

Recently, one of Michael's clients, who is a doctor, called up wanting to purchase a new x-ray machine for his practice. Remembering the cost of expensive equipment leases, he structured a policy loan to reflect a past lease. The \$30,000 loan was ordered from the life insurance company with the signing of a paper. He purchased the x-ray machine and his corporation will make the monthly payments. And the whole time, he will be recapturing those high interest rates that in the past he was paying to someone else.

The last equipment loan we analyzed had 19% interest—and that's common. Think for a moment about all the costly, high interest loans you have paid on in the past. Imagine for a moment having all that money in an account, with all the interest you paid. Yes, that is possible—and there will be plenty of ways to utilize this in your life moving forward, just like the doctor did.

Once your policy has built enough cash value—usually after one or two years—you can take out a loan against your policy at any time and for any amount up to the cash value. Notice that we said “against,” not “from.” When you take out a loan from your Cash Flow Insurance policy, you are not borrowing from your policy, but

against it. Therefore, your policy continues to grow as if you hadn't taken out a loan at all—because you are not actually taking any cash out of the policy.

Moreover, you will never have to rush to pay back the loan. In fact, most insurance companies don't care if you miss a payment, or several payments, or even if you pay them back at all—because if you don't pay them back, all that happens is the balance is deducted when your death benefit is paid out. Now with that said, we will always encourage you to pay back the loan, allowing that money and more to be used for future loans. Moreover, borrowing from your Cash Flow Insurance policy will never affect your credit, since there are no such things as late payments. Additionally, if the loan is for your business, in most cases the interest you pay on it is tax deductible.

A Cash Flow Insurance system is considered a private account. If you have a child going to college, it won't affect your child's ability to get student loans. If the government changes the laws on retirement plans, it won't impact your money. When owned properly, a Cash Flow Insurance policy can enable you to pass more money on to other generations without incurring estate taxes. Cash Flow Insurance gives you a much better rate than what banks are offering, and your cash and death benefit is protected from lawsuits and bankruptcy in 40 of the 50 states. It allows you quick access to loans without credit checks, it provides tax-free money in retirement, and it allows capital preservation without risking principal.

Cash Flow Insurance has not only an excellent internal rate of return (which is the direct return of a particular investment and only that investment) but an excellent *external* rate of return—a term that describes all the factors affected by an investment, including what it allows you to accomplish, tax savings, eliminating insurance costs,

your mindset, your quality of life, and additional byproducts produced by your involvement in that investment.

Cash Flow Insurance impacts both the internal and external rate of return because it is about putting your whole financial house in order. It's about finding and fixing money leaks and learning to track and monitor your finances so you know exactly where your money is flowing. There are many ways to do this—up to and including an old-fashioned hand-written ledger! But my recommendation is to use a free online tool called Mint, which can be found at Mint.com, and which is an easy and effective tool for tracking finances. All you need to do is set up an account, put in your banking account information, and Mint will track all of your spending and generate reports, charts, and other organized information to help you understand the flow of your money. There are other online tools as well, including Quicken and bank websites. Whatever tool you decide to use, get started as soon as possible, and start upping your external and internal rates of return!

Finding Money to Fund Your Bank

Now, you may be wondering—where do I find the money to fund this incredible Cash Flow Insurance strategy? After all, John D. Rockefeller made a fortune that he could leave behind.

It all comes down to managing your money. When you understand how your money is flowing, you can create a Mindful Cash Management plan. Some people call this a budget, but we prefer to call it a spending plan, because that focuses on expansion rather than restriction. We are taught that all expenses are negative, that they all need to be restricted; but in fact, not all expenses are created equal.

Expenses fall into four main categories:

- **Destructive expenses**, which are vices and weaknesses like drugs and gambling, but also expenses like overdraft fees or any expenses that have a negative effect on your life, that push you toward poverty or debt rather than prosperity.
- **Consumptive or lifestyle expenses**, such as going on vacation or buying a flat screen TV, are expenses

that are fun and build memories, but that don't build income or assets. They're expenses that are just for enjoyment. We recommend always using cash for these expenses. It's important not to cut these expenses out. People are taught to wait until retirement to spend any of their hard-earned money, and that only in retirement can you really enjoy life; that's why there are so many miserable millionaires! If you never spend any money, you won't be fulfilled, you won't have these enjoyable experiences. These expenses are good expenses—as long as they are managed properly.

- **Protective expenses**, which are used to protect your property and human life value, including your mindset and happiness. This is the area that most often gets overlooked. Protective expenses include your liquid savings, which should be enough to cover a minimum of six months' expenses. These savings won't be overly productive in terms of earning interest, but they will be there to protect you and prevent you from worrying about money every second. Other protective expenses include life insurance, disability insurance, medical insurance, auto insurance, and emergency preparedness.
- **Productive expenses**, which are expenses that allow you to expand your cash flow, grow your business, and build assets. They might be investments into your business, like hiring a great employee. It might be an expense like education, whereby whole new worlds of opportunities are opened up for you. They are expenses

where if you put a dollar into it, more than a dollar comes out the other side, such as any investment that is an asset that creates cash flow and appreciates in value. These are expenses that are going to enhance your life now *and* in the future—not something that will dissipate, like a consumptive expense, or something that will lead toward poverty, like a destructive expense. These are expenses that lead toward profits and prosperity. We have both used our Cash Flow Insurance policies to pay for additional coaching, mentoring and marketing to expand our current businesses.

The goal with a Cash Flow Insurance system is to manage these four types of expenses, such that you eliminate your destructive expenses, manage your consumptive and protective expenses, and increase your productive expenses.

When managing your finances, you have to make sure that you are investing in yourself before you start investing in things outside of yourself. Before you start handing your money over to retirement planners—even before you start sending your money into your retirement account—make sure that you have built your financial structure from the ground up.

The goal with a Cash Flow Insurance system is to eliminate your destructive expenses, manage your consumptive and protective expenses, and increase your productive expenses.

Think of your finances as a three-level pyramid. Level one, the base level, is guarding against uncertainty. This is the area that includes

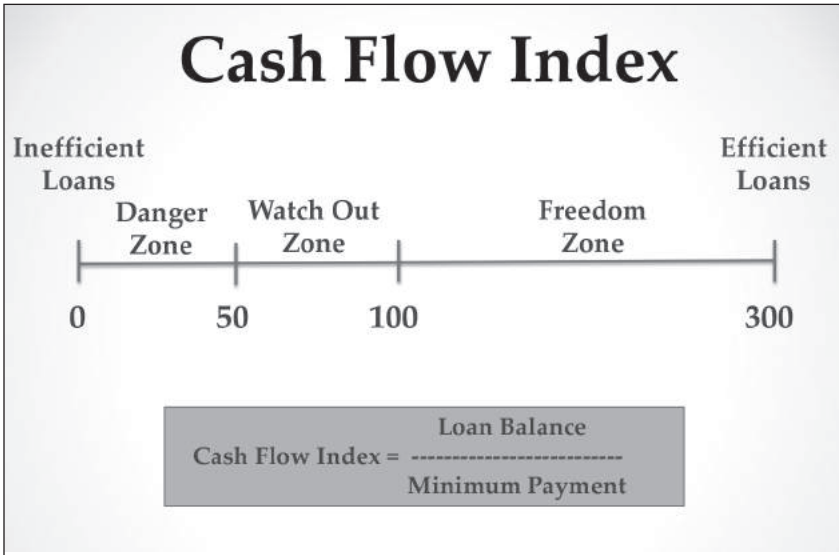
your minimum of six months liquid savings, your life insurance, your estate plan, and your emergency preparedness. Without this foundation, all of your investments are at risk with any financial surprise or issue. Make sure you build level one before moving on to anything else in order to avoid being derailed or risking the loss of everything you have worked so hard for. Make sure that your foundation is secure, and that it can't be confiscated or lost through some unexpected circumstance or surprise.

Level two, the middle level, is building your Wealth Creation system. If you have funded all of level one, then it's time to figure out what to do with the rest of your money. Where can you put that money so that it will flow most effectively? What is the best way to preserve money for you? The best way to automatically build wealth is with an infrastructure and system.

And finally, level three, the top level is advanced investment planning, including discovering your Investor DNA, asset protection, legacy plans, and other growth strategies.

Part of managing your expenses and stopping leaks is to restructure your loans and manage your cash flow. For this, you can use a tool called the Cash Flow Index, which is a system to help you identify the most efficient way to pay off your loans. You can find your Index by taking the balance of your loan and dividing it by the minimum payment. If your Index is a low number, then it is not an efficient loan; it is a cash hog that requires a high payment relative to the balance. A higher number, on the other hand, indicates a more efficient loan.

When you find yourself with extra money that you want to put toward paying off a loan, don't just pick randomly which loan to put that money toward. Pay the extra money toward a loan with a low Index, an inefficient loan. Paying off a loan with a low Index has the



potential to free up much more money, which could mean building savings faster, creating more liquidity, providing more peace of mind, reducing forced payments, and even improving credit scores which could improve interest rates on other loans. Moreover, the money you save monthly by paying off an inefficient, low Index loan can then be used to pay off other loans more quickly!

You may even delay paying anything extra to these loans initially. Instead, you can put the money into your Cash Flow Insurance system and then pay the loan off in full when there is enough cash in your plan. This not only saves you money, but also can create more wealth in the future as you build up liquidity, earn interest, and gain the benefits of Cash Flow Insurance.

When you are restructuring loans, look at refinancing to a lower interest rate or to a longer amortization term, so that the loan will be more cash-flow efficient. You can also manage and restructure your loans so that your loan interest is tax deductible, like with mortgages. If you restructure a fifteen-year mortgage into a thirty-year fixed rate

mortgage, you can improve your cash flow, because the payment is lower today and the tax benefits of paying interest for a longer period of time could amount to hundreds of thousands of dollars in tax savings over time. On one hand you are getting tax deductions on interest, and on the other hand you are earning tax preferred inside of a Cash Flow Insurance policy. You can even take the money out against the policy and pay off your home if fifteen years was really your objective.

Putting your financial house in order also means creating the proper account structure. Ideally, you want to set up three types of accounts:

1. **Peace of Mind Account**—an account truly dedicated to providing staying power in times of tough cash flow. This account provides risk reduction and creates additional liquidity, enabling you to have money to handle unexpected surprises. It is essential that this account is completely separate from your checking account. This could be a savings account like those available through ING Direct and Ally Bank. The target should be to have a minimum of six months' worth of savings total. We would recommend having four of those months in a savings account—yes, two months of this can be in your Cash Flow Insurance policy—one month in cash, and one month in coins or precious metals. That way, even if you run into a situation like identity theft where your accounts get frozen, you still have access to money to take care of your family until you can get back into your savings account.

2. **Wealth Creation Account**—an account focused on growing cash flow and improving the efficiency of your loans. Cash Flow Insurance is the best structure for a Wealth Creation Account and can be deducted directly from your Peace of Mind account. Your Wealth Creation Account can contain at least one month's worth of living expenses at all times, and is used for productive expenses like continuing education, paying off loans, and funding your Cash Flow Insurance!

3. **Living Wealthy Account**—an account that creates structure around preparing for events like travel and vacations. This is the account that holds the cash for your consumptive expenses. The target should be to start with three percent of your monthly take home pay into this account—money that can then be used for guilt-free spending.

Finally, there is a bonus account: a Charitable Giving account, which allows you to set aside money for charity, and for organizations and causes you believe in, and to support groups or activities that matter to you.

There's a law in finance called Parkinson's Law, which states that any time you have an increase in income, if you don't have a plan for that extra money, it will get eaten up in your living expenses. By setting up the right account structure, you can capture your wealth instead of having it commingled with your living expenses and gobbled up.

One final element of putting your financial house in order: understanding your own money personality. There are five main money personality types:

1. **Saver:** A saver is fantastic at building wealth and saving money for the future, but they tend to focus more on worry and live with a scarcity mentality. For a saver, it's all about what you don't or can't do, rather than what you can do. If you are a saver, setting up a Living Wealthy account can help you allocate a portion of your income for guilt-free spending.
2. **Spender:** The spender is the antithesis of the saver. A spender may have five or ten credit cards and ten or twelve other loans. A spender wants to enjoy life at all costs, and has a tendency to overspend on consumptive expenses. Any money that comes in can flow out pretty quickly. If you are a spender, work to set aside at least ten percent of your income into savings. You can still spend and enjoy life, but you will set yourself up for success by taking the first ten to fifteen percent and putting it away, so that Parkinson's doesn't end up costing you too much.
3. **Avoider:** An avoider is someone who signs checks and bills without even looking. Avoiders tend not to want to deal with money, ever. It's a source of frustration, so they just push it off. If you have that tendency, hire a bookkeeper or a coach or a mentor, or find a friend or spouse who can take on that role and hold you accountable. If this describes you, congratulations for reading

this book and not avoiding the topic of finance and money. This is a great step to find a middle path and have a better relationship with money.

4. **Giver:** A giver is someone who enjoys helping other people and giving to charitable organizations—but it can be to a fault. Givers often have internal belief systems that make them believe money to be corrupt or evil, or that if they have too much money, other people don't have enough. A giver's strength is being generous and giving; their weakness is giving too much and finding themselves in financial trouble. A proper structuring of accounts—including a Charitable Giving account—can help a giver manage their giving.

5. **Amasser:** An amasser is someone who does things in extremes. An amasser loves to make a lot of money and loves to spend a lot of money, loves to save a lot and loves to invest a lot. And if they can't do all of that every single month, it hurts their confidence. Amassers tend to think about money often. If you are an amasser, organizing your finances and understanding your cash flow can help ease your mind and keep you from being consumed with thinking about money. Create a second scorecard other than money. What makes you feel fulfilled? When do you feel best and what difference would you like to make in the world? By taking action in these areas without only considering how much money it will make, you can be a helpful amasser without having all of your self-confidence in your cash.

You are your greatest asset. Protect yourself and your mindset. Make sure you feel good about your foundation, and then you can be more productive.

You are your greatest asset. Protect yourself and your mindset. Make sure you feel good about your foundation, and then you can be more productive.

Cash Flow Insurance is NOT a get-rich-quick scheme. This is about sustainable wealth. Lifelong wealth. Getting rich right. It's not

an investment that is going to double or triple your net worth in a year or two. It's a system for building LIFELONG wealth, with a rock-solid foundation upon which you can build your overall financial architecture. It provides a safe, steady, and consistent way to grow your wealth, and with that stable financial foundation, you can stretch your wings and swing for the fences in your unique areas of knowledge and interest.

Financially successful people have the ability to grab hold of opportunities when they come along. Utilizing Cash Flow Insurance allows you to do this, as opposed to having to sit and watch opportunities fly by because you don't have the financial means to take advantage of the situation. It's such a powerful building block that between the two of us, we personally have twenty-three different active Cash Flow Insurance policies!

Many investments require a substantial amount of time to make them productive. Real estate, for example, is never passive. But with a Cash Flow Insurance system, once you implement the system, you can build wealth a little more on auto-pilot. You still monitor it and manage it to a certain degree, especially when utilizing it to make

purchases and pay yourself back the interest. But for the most part, if it's set up properly, Cash Flow Insurance works on its own.

Regardless of your income, your goals for the future, or the cash flow restraints you may have today, if your Cash Flow Insurance system is set up properly and your financial foundation is well designed, Cash Flow Insurance can work for you. Whether you are putting in a hundred dollars a month or ten thousand dollars a month, a system can be designed to work for you. Even if you are living paycheck to paycheck and don't feel like you have any additional money left over—as long as you have some income, Cash Flow Insurance can still work for you. Even if you have a medical issue that makes you ineligible for life insurance, you can set up a Cash Flow Insurance policy on someone with whom you have an insurable interest or direct relation—a parent, a child, a sibling, a spouse ... or even a business partner!

Cash Flow Insurance is perfect for you if you are married or plan on getting married, if you have children or plan on having children, or if you are starting a business or plan on starting a business. It can help you pay for your kids' college, pay off loans, or finance your home or car. You can use it as a cash reserve for investing, as seed capital, or as your emergency fund. You can use it for short-term and long-term money management decisions. This can be the centerpiece for perpetuating a legacy with your trust and setting up a banking system for your family to capture interest for generations to come—interest that would otherwise have been lost to financial institutions. That's why it is at the core of the Rockefeller Method.

Why Whole Life Insurance Beats the Alternatives

There are many, many options out there for saving and storing your money. So why do we focus so much on the one, Whole Life insurance? What makes it so much better than the alternatives, like 401(k)s, IRAs, and the other types of life insurance that are available?

Money kept in a Cash Flow Insurance policy, meanwhile, is hardly affected by the stock market.

Most people put their money into a qualified retirement plan such as a 401(k) or an IRA. The problem with these plans is that the accounts are heavily invested in mutual funds. You may think that you have \$50,000 in your retirement account, but what you actually have is \$50,000 worth of shares in the mutual fund. If the market goes down, those shares could drop in value and all of a sudden your money is halved—which is what happened to many people in the 2008 financial crisis. Money kept in a Cash Flow Insurance policy, meanwhile, is hardly affected by the stock market.

401(k)s are also inferior due to their lack of liquidity. When you put money into a 401(k), it is locked away until you are fifty-nine and a half. It is possible to take a loan out of your 401(k) before then, but not without consequence. You may not be able to contribute to your 401(k) while you have an outstanding loan. If your money was earning at all while in your 401(k), you will lose those earnings while you have the loan out. And if your 401(k) is through an employer and you are laid off or quit that job, you may be left with sixty days or less to pay off the loan, or be hit with a ten percent penalty plus a tax bill!

And the truth is, 401(k)s are on their way out. In 1970, about 45% of workers had a pension plan, which would provide a permanent income in retirement. But as the average lifespan grew, these pension plans became more and more expensive. By the late 1970s, companies began to switch over to 401(k) plans, which enabled companies to set aside money into the 401(k) as part of the employee's paycheck. Then, stock market returns would fund the employee's retirement, instead of the company having to do it. This worked well, as long as the stock market was also doing well—as it was from 1982 through 2000. But from January 14th, 2000 (the day the stock market reached its highest point in 2000) to January 14, 2015, the stock market was up 8.4%, adjusting for inflation—or just 0.54% per year. That return is not enough to fund a retirement! And so, like the pension, the 401(k) is reaching the end of its days.

There is only one method of saving money that has survived for over a hundred years, that lasted through the Great Depression and through the 2008 recession, and that is still going strong today: Whole Life insurance.

Mutual funds, ETFs, 401(k)s, and IRAs have only been around for

a few decades. Life insurance, on the other hand, is one of the oldest financial products in existence, with sales beginning in the U.S. in the late 1760s. It has survived two world wars, a revolution, a civil war, depressions and recessions.

During the Great Depression, over nine thousand banks went bankrupt. By contrast, only two percent of the total assets of all life insurance companies in the United States became impaired between 1929 and 1938. In fact, the strength of the insurance industry is a big part of what helped the economy survive and recover. The same thing happened during the 2008 financial crisis. Of the safest insurance companies, only 1% had investments that were “non-performing.” The financial crisis did not affect these companies, and they were able to continue paying out dividends.

Not all life insurance companies are created equal. There are two types: stock life insurance companies and mutual life insurance companies. As the name would imply, stock life insurance companies trade on the stock market, just like any other public company. Hartford, MetLife, and Prudential are all stock life insurance companies. Mutual life insurance companies, on the other hand, do not trade on the stock market. You can't buy them in your 401(k) because they have no shares. They're similar to credit unions, except the policyholder is an owner in the insurance company.

For good reason, mutual life insurance companies are my preference of the two. Stock life insurance companies, while they want their customers to be safe, also want to give their stockholders higher returns on their investments or split dividends between stockholders and policyholders. In mutual life insurance companies, on the other hand, the policyholder is an owner, not the stockholder. Profits are not

split with any outside shareholders. While they still generate profits, stability and safety are the ultimate goals ... and all the profits go to the owners—i.e., the policyholders.

Mutual life insurance companies are among the oldest companies in America. Of the top thirty-five life insurance companies in the country, the average age is 106, with the oldest being 177 years old. Nineteen of the top thirty-five have been in business for over a century. As these numbers would indicate, these companies are incredibly stable. Statistics drive the profits; as long as the equations are correct, these companies make predictable profits. They have a very small part of their accounts in the stock market, so their value isn't as volatile as the stock exchanges. And since there are no shareholders, Wall Street analysts and money managers cannot pressure these companies into making short-term, shortsighted decisions. Therefore, these companies are free to pursue long-term strategies and are able to be conservatively managed. They don't use margin and leverage, and they generate large amounts of cash, which they pay out in large dividends every year.

Life insurance is at the heart of building financial security and independence today and for the future. But most people don't understand it—and therefore many don't consider it essential or important at all! The number of people who have life insurance has fallen from 72% in the 1960s to just 44% in 2010. People tend to fall into four categories when it comes to insurance: they hate it and avoid buying it whenever possible; they hate it but begrudgingly buy the minimum amount; they like it but don't use it properly; or they understand it, love it, and use it to its full potential.

Before we get into more detail about the different kinds of life insurance, the most important aspect of insurance is buying the right amount. Only after you determine the right amount should you even

think about the right type. The first concern when buying life insurance should be buying the proper amount of death benefit: when making this decision, you must consider not only price, but

The most important aspect of insurance is buying the right amount.

cost and value. Price is what we pay; cost is the actual bottom line. We are a price-sensitive economy—just look at Black Friday, when people buy things they never intended to buy just because they're low-priced! But low price often comes at high cost. The levies in New Orleans are the perfect example: they were built and maintained at a low price, but the cost when they broke during Hurricane Katrina was much higher. It would have been better to have the higher price and better levies.

The difference between price and cost is pretty easy to understand; the concept of value is much harder for most people to grasp. Value is the real overall effect—not just the internal rate of return, but the external rate of return as well; not just the money, but the larger effect across all areas of life. Most people—strategists and policyholders alike—only look at the price of permanent insurance. They ignore the cost and the value.

When you are buying insurance, you have to consider the value of what you are buying, not just look for the cheapest premium. If insurance didn't cost anything, most people would get as much as they could get. It's usually not a matter of whether people like it or not; they just don't like paying for it. But we'll tell you where you really pay for it: when you don't have the right amount and something happens to you. Ask yourself, if price weren't an issue, what would I want to protect my family and my own economic or human life value? Plan for your best-case economic value—and how you can replace that

value, the income that you are currently earning, if something were to happen to you. If you died, would you want to leave your family in the same financial situation they are in currently, a worse financial situation, or possibly a better financial situation?

Human life value represents your economic value to the world. Think about how much money you are making on an annual basis today, and about the services you are offering to your clients and the people around you. How much value would you take away from the world if you were to die tomorrow, versus if you were to live and work for another thirty years? That is your human life value. We'll talk more about how to calculate and determine what is the right amount of insurance in the next chapter.

Now, when it comes to types of life insurance, there are two categories: term insurance, which covers you for a limited period of time (or term), and permanent insurance, which covers you for the entirety of your life. If you don't know what kind of life insurance to get, don't understand the options, and don't plan to read the rest of this book, term insurance is probably your best bet, for now. But if you are going to continue reading and learning how to make the most of your life insurance, then term is not the best way to go over time.

Term insurance is basically a bet—policyholder versus insurance company. The policyholder is betting on a death (his or her own, usually); the insurance company is betting on survival. If the insured person dies in the allotted time or “term,” the policyholder wins the bet, and the beneficiary gets the money. If the insured person survives, the insurance company wins, and the policyholder loses all the payments they made.

Now, policyholders make this bet knowing—and hoping—that they will probably lose. So why do they make it? Because it's cheap,

and they know they are providing financial protection for their family if the insured person dies. Term policies are therefore the most popular type of insurance policy today, with ten- or twenty-year term policies being the most common. Of all of the term policies purchased—of all of these bets made—only 1.11% end with a payout to the policyholder. In other words, the insurance company “wins” the bet ninety-eight plus percent of the time.

One of the most popular pieces of advice about buying life insurance is to buy term and invest the difference. Financial planners tout it all across the map. Retirement planners teach this strategy because the premiums on term insurance are so much lower than those on permanent insurance, especially in the early years. So their advice is to buy the lower premium term insurance, and invest the difference in cost into a security or another investment vehicle.

Here’s the problem with this strategy: Let’s say you bought a thirty-year term insurance policy with a million dollar death benefit. Your goal is to maintain this death benefit for the thirty years, invest the difference, and then cancel the term insurance. The interest rate you would have to make on your investment in order to match what you would make using a Cash Flow Insurance Whole Life insurance policy would be a whopping 9.8%. It is highly unlikely that you are going to find that percentage in any investment vehicle, net of fees, taxes and let alone a safe, stable, and liquid one!

Term insurance, in general, is very problematic for a number of reasons. First, the cost of term insurance rises dramatically over time. If a thirty-year-old buys term insurance, when that term expires, their rates may be more than ten times over the original premium. So buying a new term insurance policy becomes prohibitively expensive over a person’s lifetime. So when you are likely to use it, it becomes out of

reach. Indeed, by the time a person reaches retirement, they may find that their term premium payments actually exceed their death benefit! If you look beyond the low cost of the early years of term insurance, you'll find that, when considered over an entire lifetime, it's actually one of the most expensive types of insurance on the market: low initial price, very high cost for those who live.

There is a particularly dangerous subset of term insurance that you may want to avoid: group term insurance. Group term insurance works through aggregate rules. This means that if a large number of people in the group policy die at the same time—such as what happened in the tragedy of September 11, 2001—the firm can hit its aggregate, and the insurance company will only pay out a certain amount total to the group. So even if each individual had hundreds of thousands of dollars of insurance, the company might cap the payout to the group at a million dollars, so under a catastrophic circumstance in which too many people die, the widows, widowers or heirs only get half or a third of what they thought they were going to get.

Another problem with group insurance is that usually the policy is not portable. Often, if you're in a group where you are younger and healthier than the group average, you are going to pay higher rates because of the aggregate health of the group. In some cases, when this benefit is offered with your employment, it's worth taking. But when you are looking to buy insurance, group policies are not a good bet.

So why do so many retirement planners recommend buying term and investing the difference? Many retirement planners make their money on assets under management and may not get paid on the insurance. They may not be educated on insurance, just as many insurance agents don't have the same level of expertise with retirement plans and investments and therefore may only focus on insurance.

With term-and-invest-the-difference, the entire strategy is based on dropping life insurance coverage anyway as a person ages and builds their assets through their investments. Term policies are designed specifically to be dropped, with the assumption that once a person retires, they will have plenty of assets with which to care for themselves, their kids will be grown and financially independent, and they will no longer have any income, so they will no longer need income replacement coverage. This is what is commonly known as being “self-insured.”

We believe that to be “self-insured” is a fallacy; a person is either insured or not (learn more with our bonus chapter from *Killing Sacred Cows*). Moreover, we believe that a person doesn’t cease to have human life value just because their employment income stops. Term insurance is focused solely on protecting income, rather than protecting human life value. The truth is, the more assets a person creates, the more they will want to have the protection of insurance (just like the Rockefellers). It moves from income replacement to asset and legacy insurance—a topic we will discuss further in Chapter Nine.

Many retirement planners would respond to this by saying that a person can create even more assets by investing the money they would have spent on a permanent policy in things that have a higher rate of return. It is true that there are investments that could yield higher returns; you could potentially get ten to twelve percent on real estate or during certain periods with a mutual fund, while the guaranteed interest rate on a Whole Life policy is only four to five percent.

However, these numbers alone don’t take the whole picture into account. If you bought a thirty-year term policy for \$750 a year, and then dropped it after the term, you would have spent \$22,500 on premiums. You are never getting that money back. What’s more, you have lost the additional interest you could have made on that money

Permanent life insurance policies also provide all the benefits we have discussed, benefits that you can take advantage of during your lifetime. Term insurance, on the other hand, carries no cash value within the policy, and has no tangible living benefits.

had you saved it. And even worse, you have also lost the amount of the death benefit you dropped—and depending on your situation, you may not be able to qualify for insurance coverage again, so you may have lost your chance of having a death benefit at all.

Above and beyond this, permanent life insurance policies also provide all the benefits we have discussed, benefits that you can take advantage of during your lifetime, including tax protection,

disability protection, long-term care replacement, lawsuit protection, and the ability to utilize the cash value. Term insurance, on the other hand, carries no cash value within the policy, and has no tangible living benefits. Moreover, permanent Whole Life policies provide that priceless asset: certainty. And that certainty can make you more productive in all areas of your life.

Unlike term insurance, permanent life insurance is not a gamble. There is a 100% chance that the insured person will die, and permanent life insurance is designed to remain in force until the insured person dies. If you buy a million dollars' worth of permanent life insurance, unless you cancel the policy the insurance company is guaranteed to pay out that million dollars (or more) someday.

In order to make this payout, the insurance company collects money from you—in the form of premiums—while you are alive, and invests that money. Basically, permanent life insurance is like a

savings account—somewhere you put your money and grow it until you get it back again when you die. It's just a savings account that has a much higher return, due to dividends, than most. The return is tax-favored, and as a policyholder you are an owner in the company, so you receive a share of the profits.

Of course, the question that most people have is, “What’s the use of saving my money like this if I only get it back after I’m dead?” Well, the truth is that you can use the money accumulating in your policy any time you want by withdrawing cash value or taking a loan out against that cash value in your policy, as we’ve discussed. Unlike term life insurance, where your premium money is gone forever, the premium money you are putting into a permanent life insurance policy is still yours to use while you are alive, and it will 100% certainly be returned to your beneficiaries after you die. No lost money here!

All this being said, not all permanent life insurance policies are created equal. There are three main types of cash value life insurance: Universal Life (indexed or fixed), Variable Universal Life, and Whole Life.

Universal Life policies include an annual, renewable term insurance policy bundled together with a savings or investment component. Essentially, Universal Life is term insurance with a cash value. Ideally, what happens with a Universal Life policy is that the investment portion will eventually fund the insurance policy, with leftover money helping to fund your retirement. While it does provide some tax advantages over term insurance, you may still end up having to pay higher and higher premiums as you age—either that, or the cash in the policy will start to go toward the cost of insurance and your cash value will diminish.

Since the insurance is an annual, renewable term insurance, every single year it can increase in cost. This means that whatever money you are putting into your policy, each year more of it may go toward the life insurance and less toward the investment. Moreover, if the market is not performing well or other conditions are not ideal, policyholders often end up paying big premiums in later years to keep the policy going.

Universal Life policies have flexible premiums and adjustable death benefits. The rate at which the cash value in these policies grows is determined by the insurance company, and is based primarily on fixed income rates. This means that the insurance company can change both the rate of return and the cost of the insurance—which can result in predatory practices. The increase in the cost of insurance and the lower interest rates that are possible in a Universal Life policy can easily result in an increased premium or a lapse in coverage. If coverage does lapse, policyholders might not only lose the policy, but in rare cases can also end up having to pay taxes on any growth in cash value.

The death benefit in Universal Life policies is also not absolutely guaranteed. Although you can add a guaranteed death benefit rider to your policy, if you miss a payment or borrow from your cash value, the majority of those riders are negated and the guarantee is voided. So Universal Life policies can work, but carry unnecessary risk unless you pay back the money you borrow, never miss a premium payment, or never borrow from your cash value.

There is another kind of Universal Life policy called Variable Universal Life, or VUL. This was the first life insurance policy Garrett ever bought, when he was eighteen years old. A VUL has cash value that is invested in market subaccounts, and has adjustable premiums and death benefits. The subaccounts vary with market performance,

hence the name “variable.” Basically, it is a Universal Life policy with the added opportunity to invest in the stock market.

Here’s the problem: unless you are someone who really understands the market and plans on actively managing those subaccounts, you would be more of a gambler and not really an investor. Even if you understood and had ability in the market, you would still have to deal with additional complexity of the VUL due to the expenses of the policy and increased costs against the policy in a down market. There is limited stability and almost no control over your returns in a VUL.

The decline in the markets can be hazardous—it can result in an increase in the cost of insurance—which the policyholder must pay for, usually by selling off shares of their subaccounts. Of course, a market decline would mean shares are worth less, which means the policyholder would have to sell more shares.

When Garrett was told to purchase a VUL, he was told that if he earned eighteen percent, annualized and compounded for forty years, a mere seventy dollars a month could make him a multi-millionaire. What he learned, very quickly, was that the success rate for this scenario was approximately no chance in hell. It wasn’t long before Garrett started calling it Very Ugly Life, instead of Variable Universal Life. According to Garrett’s senior thesis in his econometrics course, VULs had a 97.8% failure rate.

If your subaccounts go down in value, your net amount of risk goes up (insurance death benefit minus your cash value), your average share value goes down, and the cost of insurance goes up. VUL insurance exposes you to the risk of the market, which exposes you to rising cost of insurance. You have no guarantees because you may have to pay a higher and higher premium to keep your death benefit, all while your cash value is decreasing. There’s no guarantee on the

interest. It's an incredibly high-risk policy. This information is hard to come by if you talk to people who sell VULs. The illustrations and proposals typically show a much higher rate of return. Why? Because it doesn't show volatility (market ups and downs) or it shows much higher returns than actually occur in the market. There are too many variables and factors that can destroy these projected numbers in a moment. Fortunately, my pain is your gain. You invested in this book and can learn the easy way. And if you are already in a VUL structure, a certified Cash Flow Insurance specialist can discuss your options with you.

If you want certainty, it's much better to have fewer moving pieces. That's where Whole Life insurance comes in. Rather than being composed of renewable term insurance, Whole Life, as the name suggests, provides coverage for the policyholder's entire life, guaranteed.

Like Universal Life and variable Universal Life, Whole Life insurance has a cash value. However, in Whole Life, insurers include additional guarantees from a minimum rate of return on that cash value to fixed premiums and a guaranteed death benefit. The top differentiating factors are that the premiums and the cost of insurance are fixed through the whole length of the policy, guaranteed.

Whole life is not as flashy on paper as Universal Life or variable Universal Life. People are led to believe high returns only come with high risks, so words like "guarantee" and "low-risk" make people think only of low returns. But the truth is, certainty, when understood and utilized correctly, has huge economic value. Whole life gives you control and certainty, and it transfers more risk away from you than any other life insurance contract. In a universal or variable universal policy, the insured takes on more risk when conditions change; in Whole Life, the insurance company takes on that risk.

A Whole Life insurance contract is a unilateral contract, meaning that once you have it and know what your terms are, the insurance company can't change them on you, even if your health changes or the company's situation changes. The insurance company has to honor the promise they made to you up front.

Whole life provides more certainty than any other life insurance contract. It is not affected by market fluctuations, the cost of insurance will never increase, and insurers can't take back dividends, or ask for higher premiums, or take away the death benefit. Even if you miss a payment, the guarantees are not negated. The premium is just taken out of the cash value, and the death benefit remains guaranteed—another reason it is critical to fund the policy properly, as it will give you more flexibility earlier.

Along with that certainty come tangible economic benefits during your lifetime, especially compared with the popular “buy term and invest the difference” strategy. With some simple calculations, it's easy to see how utilizing Whole Life as the centerpiece of your wealth infrastructure and savings strategy can outperform the popular “buy term and invest the difference” strategy. Check out Appendix 1 to see exactly how these calculations can play out to give you a permission slip to spend your assets and no longer be held captive to living off interest alone.

With a Whole Life insurance policy, you have a guaranteed minimum interest rate, premiums that are guaranteed never to go up,

Certainty, when understood and utilized correctly, has huge economic value. Whole life gives you control and certainty, and it transfers more risk away from you than any other life insurance contract.

a guaranteed death benefit, guaranteed cash value, and guaranteed access to that cash value. You have the ability to spend more and enjoy more in the later years of your life. And you have the certainty of knowing versus hoping, which has far-reaching benefits across all areas of your life, economic and otherwise—and benefits that reach beyond your life, and on to the lives of your descendants, just as the Rockefellers have done.

Setting Up Your Family Bank and Cash Flow Insurance the Right Way

The Rockefellers used a network of trusts and a family office to keep their fortune alive. And today, if your family wealth is in the tens-of-millions of dollars, then you can hire a Rockefeller-style family office to manage your wealth, too. Or there is the Bessemer Trust to manage your family's wealth, as you'll read about in this chapter.

But what if you're not ready for the Rockefeller-style family office, or maybe you just want something more personalized to you and your family's values? What then? If you have Cash Flow Insurance and leave behind a sizeable sum of money, how do you protect the family fortune after you are gone?

First, a board of trustees can be created to help manage the family wealth if you're not around to do so. This is exactly what Garrett has done for his family trust. A board of trustees is a great way to make sure your family turns out like the Rockefellers rather than the Vanderbilt family.

J.D. Roth started a popular website in 2006 called "Get Rich Slowly," which *Money* magazine once named the web's most inspiring

personal finance blog. By publishing his personal finances online, he let the world watch as he paid down \$35,000 in consumer loans. And he didn't just highlight his successes. He shared his failures, too—like the time years earlier that he inherited \$5,000 and spent it on a new computer and video games, rather than chipping away at the \$20,000 he owed to his credit cards.

There's a clear lesson there: inherited money doesn't change a person's relationship with money, it enhances their relationship. A spender who inherits money is going to spend it. A saver is going to save it. An investor will invest it, and so on.

So if you want to implement the Rockefeller Method and leave behind generational wealth for your family, how do you protect the wealth from heirs who aren't ready to manage so much money? How do you make sure your descendants have wealth and opportunity, but not the opportunity to throw Great Gatsby parties in waterfront mansions?

The Rockefellers designed trusts to protect the family wealth. But a trust is a trust because you're giving up legal ownership of assets and entrusting them to someone else. Is it still possible, then, to maintain some control over the family wealth and make sure it is preserved?

Yes, and for Garrett's trust, the answer is to look at the trust like a corporation, complete with a CEO and a board of trustees.

GARRETT'S TRUST

The CEO and Board of Trustees for Your Trust

Today, I am figuratively the CEO of my trust. It's not an actual position and you won't find me appointed as "Chief Executive Officer" in

my trust documents. But during my lifetime, I will be fulfilling the responsibilities of a traditional CEO for my trust.

A CEO typically has three key responsibilities: to establish the company vision, to establish the company culture and to look after the shareholders' financial interests. And that's exactly what I do for my family trust. I've established the vision by thoroughly writing it down in my Statement of Purpose. I've established the culture by setting an example for my kids, and one day their kids. And I'm the one adding money to the trust and guiding it for the benefit of my heirs. My trust also states that during my lifetime, I have the power to overrule any withdrawal from the trust. So while the trustees have the legal right to distribute assets from the trust at any time, they can't do it without my approval.

At some point, however, I won't be around to personally protect the family trust. What then? Again, we look to the example of a corporation. A corporation may have a board of trustees who are bound by company bylaws. These bylaws may give direction on selling the company, or what to do in case of a hostile takeover or how to handle misbehavior from someone within the company. If the bylaws don't spell out exactly what to do, the board can vote on what action to take.

Well, your trust can have a board of trustees, too. And if you choose your board carefully, and give them specific instructions when appropriate, your board of trustees can protect the family wealth for you after you're gone. Your board of trustees can vote on when to approve distributions to heirs, when to sell assets or businesses, and how to handle lawsuits against the family. They can even decide to stop giving distributions to an heir who may have a drug, alcohol, or some other problem that would make access to more money destructive.

Choosing a Board of Trustees and a Trust Protector

Clearly, selecting the people who will protect your family wealth after you're gone is not a matter to be taken lightly. You must think about those that best understand your financial philosophy, who will respect your wishes and who will best represent the choices you'd make if you were still around to make them.

My advice is to start with people who share your values and can teach those values to the next generation. Another way to think about it is if you were to start a company today, who would you partner with or put on the board of directors?

You can see the members of my board of trustees here in an actual excerpt from my trust documents:

A. Appointment of Initial Trustee. I appoint a Board of Trustees collectively acting together as if they are the Trustee as described within this Trust. Unless otherwise indicated, the Board shall make decisions by a majority vote in number. The board shall consist of the following people: **Moe Abdou, Derick Van Ness, Dale Clarke, Rich Christiansen and Ryan O'Shea.** Rich Christiansen shall act as the Chairman of the Board of Trustees. There shall always be an odd number of Trustees serving on the Board of Trustees hereunder.

I chose this board because each member represents knowledge or a characteristic that I share with them that they can teach to my kids or grandkids if I'm not around to do it. Derick Van Ness can teach living Soul Purpose and how to run a business in a way that leaves you fulfilled. Rich Christiansen is a fantastic example of teaching kids values and how to be a responsible human being. He's also an

expert at bootstrapping successful businesses, which he's done dozens of times. Moe Abdou specializes in advanced financial strategies like premium financing and private banking—and has the contacts to help implement the wealth strategies of the wealthy. Dale Clarke is fantastic with details and deeply understands my financial philosophy. And Ryan O'Shea is the rare investment advisor who understands how I feel about investing in 401(k)s and IRAs full of mutual funds.

All five of these men have spent time with my kids and family and understand what we're all about. I chose Rich Christiansen to be the chairman of the board of trustees because I believe his personal qualities fit the job requirements, and he has experience as chairman of the board with multiple organizations. If I pass away, Rich's responsibilities as chairman will include calling the board together when there's an issue that requires action, making sure appropriate decorum is followed during meetings, guiding decisions in a way that matches my wishes and making sure all decisions by the board are enacted.

But what if my board of trustees, despite all the evidence that they will follow my wishes, decides to go rogue and start investing the family wealth in some wild investing scheme I would never have approved? Of course, I'm confident this will never happen. But in case the board votes to do something that would put my trust in jeopardy, I've appointed Andrew L. Howell, Esq. as my trust protector. Andrew is not a trustee and doesn't vote on how to manage the trust, but he can overrule the board whenever he believes they're not acting in the best interest of the trust. He can also remove and replace trustees who no longer seem to be acting on my wishes for the trust.

So by creating a carefully-chosen board of trustees and appointing a trust protector, all of whom know me and my financial philosophy extremely well, I can feel confident that my family trust will be man-

aged responsibly even after I'm gone. Through the years, the members of my board of trustees or the trust protector may change, but the philosophy will not. The legacy I leave for my family will carry on.

Other wealthy families have utilized the same method employed by the Rockefellers and by Garrett—such as the Phipps family. Henry Phipps grew up in the same neighborhood as Andrew Carnegie. Phipps was known around town for being a shrewd financier, so when Andrew started the Carnegie Steel Company, he made Henry Phipps a business partner. This made Phipps a very wealthy man, as he was the second largest shareholder of Carnegie Steel, one of the richest companies in American history. A believer in philanthropy, just like the Rockefellers, Phipps gave much of his wealth away. But he also believed in leaving a lasting family legacy for his five children and their descendants. And that's why Phipps founded the Bessemer Trust in 1907.

The Bessemer Trust was created to be the family office for the Phipps family. Their purpose was to manage the family finances in order for the wealth to last for generations. By all accounts, and six generations later, the Bessemer Trust has succeeded. In fact, Henry Phipp's great-grandson, Stuart S. Janney III, is the current chairman of the board of directors for the trust.

A letter from Henry Phipps to his son, Henry Carnegie Phipps, written shortly after the trust's founding, has been immortalized for its wisdom and foresight. Here is the letter, reprinted in its entirety:

Henry Phipps
87th Street & Fifth Avenue
New York

June 16, 1911

My dear Hal,

I have today transferred to your name two million dollars \$2,000,000 in bonds and two million dollars \$2,000,000 in stock of the Bessemer Investment Company which I wish you to regard as a trust from me for the benefit of yourself and your children after you. It is my desire that neither the stock nor the bonds of the Company shall pass out of my family and that you will agree among yourselves that the others shall have an opportunity to buy at a fair price the stock and bonds of any one before a different disposition can be made. I hope that the management of the affairs of the Company shall meet with approval of each one but should a difference of opinion arise I desire that the judgment of a majority of you shall be controlling on all questions of policy. I advise that you approve action by the Board of Directors of the Company in reserving all net profits as additions to surplus account and in declaring no dividend on the stock for at least ten (10) years. I urge upon you to live within your income and not to be a borrower on your own account or through the Company.

Realizing that changed conditions may arise which will require freedom in action to meet them I have not fixed rigid limitations as to possession and control of this property but have indicated my earnest desire that a prudent and conservative management of the Company shall be maintained and enforced and that each of you shall put proper restrictions upon your expenditures and lay aside a reasonable proportion of your income.

I have full confidence that this advice will be respected and followed by all of my children.

Your affectionate father,
Henry Phipps

One slice of insight is Phipp's choice not to include "fixed rigid limitations" of the family assets. While the Vanderbilt story shows that giving free reign to family members and allowing them to spend a fortune can be disastrous, there is wisdom in not fixing rigid rules for the future. Andrew L. Howell, Esq., Garrett's estate planning attorney, shared a story of a family trust that left money for education ... but the family didn't foresee the changes that would take place in education, like the cost of computers, software, fees or travel. The rigid rules meant some expenses couldn't be paid for.

It's impossible to write specific rules for a future you do not know. So there is some wisdom in trusting your heirs to make good decisions utilizing the intellectual legacy you've also left behind. Like so many

things, harmony, adaptability, and philosophy are key.

Cash Flow Insurance doesn't work because of the product. It works because of the strategy, through looking cohesively and comprehensively at how things work together.

At the heart of Garrett's estate plan and the Rockefeller Method is insurance. Insurance is a tool, not an investment. If you don't understand the tool, it won't be very helpful. Cash Flow Insurance is the strategy for maximizing the tool of life insurance. Cash Flow

Insurance doesn't work because of the product. It works because of the strategy, through looking cohesively and comprehensively at how things work together. Your overall financial blueprint should guide your financial decisions. Financial planning is not one size fits all—although unfortunately many planners seem to look at it that way! Figure out what your vision and goals are, who you are and what you want to accomplish, and then see how a Cash Flow Insurance

policy can play a role. If you look at strategy and integration, Whole Life insurance makes sense. If you look at it as an individual, isolated product, where you merely leave money behind when you die, you miss the power and cash flow that it can unlock.

Only one out of every hundred people Michael sees has their policy structured properly, and most don't even know about the Rockefeller Method. A Cash Flow Insurance policy can be an amazing tool if you understand and properly utilize it; or it can be dangerously expensive if you don't.

The first step when setting up a Cash Flow Insurance account is to pick a company with which to purchase your policy. We've already discussed the difference between mutual and stock companies, so you know to pick a mutual insurance company. Here are some other factors to look at:

- **Ratings—don't go for any company with less than an A rating across the board—with Moody's, A. M. Best, Standard & Poor's, etc. Choose a top ten to fifteen mutual insurance company.**
- **How old the company is—we would only recommend companies that have been around at least a hundred years.**
- **Make sure they pay dividends, and that they have a solid history of always paying dividends, including through the World Wars, the Great Depression, and the 2008 financial crisis.**
- **Check their current interest rates on the loan provisions and make sure there is a fixed option; you don't want a variable interest rate.**

- **Make sure there are no unreasonable charges for withdrawal or fees for borrowing money.**
- **Make sure their term insurance rates are competitive and convertible to their Whole Life policy.**
- **Make sure they have a good Whole Life product or portfolio.**
- **Go for companies that have high early cash value.**

Make sure there are no fees or expenses for overfunding or overpayment, or other obstacles standing in the way of easily overfunding your policy

There are about a dozen or so mutual life insurance companies that fulfill all these requirements.

When you are ready to purchase your life insurance, the next step is to determine how much is right for you. The first mistake people make when acquiring insurance is not maximizing coverage. If you wanted to make Cash Flow Insurance work as quickly as possible, you would get a low amount of insurance coverage and then overfund your policy as much as possible. However, fully protecting your human life value with the proper amount of death benefit should absolutely be your number one priority. It also locks in the opportunity for conversion and increasing your Cash Flow Insurance strategy in the future. Before you even consider Cash Flow Insurance, maximize your insurance protection.

Insurance is, first and foremost, a tool to protect your family, and to replace your income if something should happen to you. Some people may think a million dollars of life insurance sounds like a large amount; but if you think about never earning another dollar in

your life and what the lost income would amount to, a million dollars doesn't sound like so much anymore.

As we discussed in the previous chapter, it is essential that you figure out what your human life value is and protect that first—and then figure out what type of policy is best for you. Your human life value includes your character, health, knowledge, experiences, education, judgment, initiative, and ability to produce value for others. Your human life value is the creator of all the physical things that you enjoy—your home, car, clothes, and furniture. All value results from the utilization of property from a human being. Any income you produce and property you own, you have because of your human life value. Protect your human life value, your economic value, and your security through maximization of coverage first. All other considerations come second.

There is no way to be over-insured with life insurance. If you have a \$10,000 car and insure it for \$30,000, it would be over-insured; there would be too much incentive to crash the car. If you have a million dollar home and insure it for \$1.5 million, there is exposure to the insurance company. For some people, there would be an incentive to burn it to the ground and make half a million dollars. Similarly, insurance companies that are insuring property will not over insure you. The definition of insurance is the indemnification of a loss, or what would be lost in the event that X occurred? They will assess the value of the asset and insure it for that amount or less (and no more).

But it's hard to overestimate and easy to underestimate the value of your life. Whatever amount of insurance a company will quote you, it will be shortchanging your actual value. Why? Because they will base it on a snapshot of where you are now. They won't factor in the fact that your income will likely increase over your lifetime. Insurance

companies will usually only give you one times your net worth, and ten times your income if you're near the end of your working life—or thirty times income if you're young and have thirty or more years of work in you. Think of life insurance not as a lump sum of money but as an income replacement.

There is a maximum amount of insurance that a company will issue on your life. Find out what that number is. That is the amount we recommend you acquire. When you own the maximum amount of life insurance, you will know—not just hope, but *know*—that if something happens to you, you cannot possibly do any better for your family. You can go through your daily life with the peace of mind that comes with knowing your loved ones will be taken care of in the best way possible, especially if you combine your insurance with a living trust utilizing the Rockefeller Method.

Protection leads to production, not just in terms of earning money, but in terms of the quality of your life. That peace of mind will translate into your life—into clarity, joy, and the mental space and creativity that allows you to create and produce more.

Life insurance is a permission slip to live in the abundance mindset because you know that your finances are settled. This peace of mind will allow you to produce at an even higher level than before. This is something we call the security of maximization. Protection leads to production, not just in terms of earning money, but in terms of the quality of your life. That peace of mind will translate into your life—into clarity, joy, and the mental space

and creativity that allows you to create and produce more. This higher

production and quality of life that awaits you will more than pay for the increased coverage.

People often think you either have to invest or protect. The good news is, we don't live in a world of either/or. We live in a world of abundance. It's possible to have the maximum amount of insurance without hurting your net worth and without hurting your cash flow.

When you know how much insurance to get—and only when you know that—then you need to decide what kind of insurance you want. We've already discussed what we believe to be the best kind of insurance, especially for Cash Flow Insurance—overfunded Whole Life insurance. If your current cash flow doesn't allow for a Whole Life insurance policy right now, you can buy convertible term insurance in the meantime. Term insurance is a great stopgap for a short period of time. However, if you are going to buy term insurance, make sure the company will allow you to convert it regardless of what happens to your health.

Garrett sold insurance from 1998–2005. During that time he had a client to whom he sold a term insurance policy. It was a ten-year policy, and before the client reached the end of it, he was diagnosed with a terminal illness. Thankfully, the term policy could be converted into a permanent policy regardless of his health. Once you've got the right kind of insurance, your insurability is protected, no matter what. Of the over two thousand life insurance carriers in this country, we know of maybe thirty-five to forty that have this type of convertible term insurance to the right whole life policy.

If you have past health issues you may be ineligible. Certain companies will give you a policy when you have certain medical conditions, while others will not. Some are more willing to insure certain types of risks. If you cannot get a policy on yourself, you can still open a Cash

Flow Insurance policy by taking out life insurance on your spouse, child, parent or business partner. We both have Cash Flow Insurance policies on our own lives, and on the lives of our spouses and our kids.

As you can probably already tell, there are many different variables to navigate when setting up your Cash Flow Insurance policy. This navigation is very easy if you have the right person helping you set it up, but it can be a nightmare if you don't! Don't try to set up your Cash Flow Insurance policy by yourself or with just any insurance agent. You wouldn't try to do a root canal on yourself or go to someone that wasn't a dental professional, would you? It's important to have a specialist. Moreover, insurance companies rely on agents as part of the underwriting and design process.

Certified Cash Flow Insurance specialists will look holistically at your entire financial architecture to make sure your Cash Flow Insurance system fits in with your overall strategy.

Not all policies are equal, not all companies are equal, and not all agents are equal. You can't set up a Cash Flow Insurance policy with just any insurance specialist out there. Finding more than an agent is essential to utilizing your policy, maximizing its results, and coordinating with all the other money decisions you are making. Certified Cash Flow Insurance

specialists are trained in the methodology and protocols that minimize commission and maximize cash flow, and they know how to integrate the strategy that leads to more cash in your pocket and in your plan. Find someone who will look holistically at your entire financial architecture to make sure your Cash Flow Insurance system fits in with your overall strategy—and someone who is actually using

these strategies themselves the way that we are describing to you. Plus a specialist will have the expertise to find money for you to capitalize and fund your Cash Flow Insurance. By saving you on the four I's—IRS, investment fees, insurance costs, and interest—your certified Cash Flow Insurance specialist can help you reclaim cash that can be redirected to building your own banking system.

Sometimes, agents are offered bonuses for only using one company. Make sure you're not dealing with an agent who is enslaved to one company. You want someone that is not captive and is able to write through many different companies. Ask to see their personal policies, and ask for specific examples. If they have them they will show you.

Another thing to watch for is that some companies will penalize agents by lowering the percentage of their commission if the policyholder borrows money from their policies. That's one reason some agents won't recommend this strategy.

Now, agents do get commissions on the policies they write, just like mortgage brokers and real estate agents. Agents get commissions on all forms of life insurance. Term life insurance, Universal Life insurance and Whole Life insurance all have fairly similar commission percentages. At most companies, these range anywhere from forty percent to one hundred and fifteen percent of your first year premium, then trailing off as the years pass. Because universal and Whole Life premiums are higher than term life premiums to start out, the amount of money agents receive is higher, even though the percentage is the same. That's why Whole Life can get a bad rap for high commissions.

Commission rates average at fifty to fifty-five percent of the base premium in the first year, and an additional three to nine percent of the policy with each renewal. Usually, commissions are paid annually to agents. If the policyholder doesn't pay for at least thirteen months, the

commission gets pulled back from the agent. Agents are incentivized to sell you a product that maximizes their commission, and most agents are not willing to lower their commission so you can have more cash.

There are many agents out there who try to mimic or replicate this form of Cash Flow Insurance. The difference is, these agents are often incentivized to set up the policy improperly because they'll get a bigger commission. In fact, a properly designed Cash Flow Insurance policy can make commissions substantially lower.

When you overfund a Whole Life insurance policy, it can actually lower the commissions to agents by up to fifty to seventy percent on every dollar. Why? Because those overfunding dollars are going straight to the cash value rather than toward the base premium (with the right companies). So in order to make larger commissions, agents will sell you a policy that is not cash rich in the first two or three years. These policies are fairly common; many big insurance carriers have policies that have zero dollars of cash value in year one, sometimes even in year two or three. You might be putting ten or twenty thousand dollars a year into this policy, with nothing to show for it in those beginning years. Instead of going into your pocket, the commission money is going to the agent.

Many popular life insurance policies from the 1990s, 1980s and earlier would have no cash value in the first year. This is because they were not designed properly. With the Cash Flow Insurance system, we can design policies that become cash rich in their very first year. So Cash Flow Insurance keeps money in your hands, instead of it going into the hands of the financial professionals selling you the product.

Say you buy a \$100,000 policy, and it costs you \$100 a month or \$1,200 a year. That \$1,200 is your base premium, and in the first year, the agent who sold you the policy might stand to gain anywhere

from \$600 to \$1,200—fifty to one hundred percent—of commission on that base premium.

If, instead of \$1,200, you funded the policy with \$2,400 in the first year, that extra \$1,200 might only pay three percent commission or possibly even zero commission. If you overfund a \$100,000 policy instead of bumping up and getting a \$200,000 policy, you're going to have a lot more cash in that \$100,000 policy—cash that is not going to commissions but straight into your plan.

This overfunding is done through something called paid-up additions. Paid-up additions are extra money/overfunding that you are putting into your policy beyond what the policy would require. This money supports in accelerating the growth of the policy, so that your internal rate of return is accelerated in the early years of the policy, instead of having to wait ten or twelve years to see a positive yield on your savings or money. It's a way of supercharging the cash value of your policy. This not only increases your cash value more quickly, but also grows your death benefit. You can also set up your policy so that at least fifty percent of the money you put into it in the first year shows up in cash value.

Generally, life insurance companies hold on to the entire first year's base premium for ten years, using that for reserves in guaranteeing your death benefit. The insurance company is also taking into consideration the acquisition cost and marketing fees they pay in the form of commission to the agent and underwriting costs. That's how insurance companies remain profitable and guarantee early death claims. If you put additional cash on top of your base premium, that is cash you can utilize within thirty days of it going into your policy.

There are some limits on how much you can overfund your policy. It's not unlimited. Be sure to talk with your certified Cash Flow

Insurance specialist on how to properly over-fund your policy with paid-up additions; if it is done incorrectly, it could negate the tax benefits. If you put too much money into your policy, it becomes what is called a modified endowment contract (MEC). Basically, that means you are funding the policy at a level where you pass the corridor of cash value to death benefit and the government treats it more like an annuity than an insurance contract. This is easily avoided with simple calculations and communication. Garrett once made an error on his own policy calculation and overfunded to the point of a modified endowment contract. Fortunately he was able to take some of the money out immediately and retain his benefits.

Overall, the best method is to put as much into your policy as your cash flow will allow. Building to 15% of your income is ideal, but what is most important is just getting started.

The great thing about paid up additions is that you can stop them whenever you feel like it. When you reach retirement age, you may decide you don't want to continue to supercharge your policy. Then, you can just pay the premium—or, you can use the cash value that you've stored up in your policy to pay the premium, so you don't have to worry about more payments when you are in the distribution phase of your financial life! One of the key philosophies of Cash Flow Insurance is to continue to build and capture wealth. It may never make sense to stop funding your Cash Flow Insurance. If you put in a dollar and more than a dollar shows up, is usable within thirty days, and increases your wealth, you may choose to always fund this and then just use it anytime you like. It's just like making a deposit into a checking, savings or money market account. You can spend it any time you want, but you store it somewhere in the meantime.

How to Find Extra Money to Maximize Your Policy's Cash Value

“Well,” you may be thinking at this point, “all of this sounds great. But where do I get the money to do all of this? Where does that cash for the paid up additions come from?”

Even if you don't have great cash flow right now, the whole idea of Cash Flow Insurance is to help you find that extra money and hold onto it. Right now, you have money that's being lost to financial institutions, taxes, loans, etc. If you can reclaim that money—what we call cash flow optimization or cash recovery—that money can go instead into a Cash Flow Insurance policy that protects and grows your wealth, rather than losing it.

If you are getting a tax refund every year, it means you are overpaying on your taxes—or, in other words, you are giving the government an interest-free loan over the course of the year. If you increase your exemptions and decrease your tax overpayment, you can use that extra cash to start building your family bank. Instead of reinvesting the interest you're earning on your investments, you can put it into your Cash Flow Insurance policy. In the policy, that money can grow tax free, rather than being taxable.

We've talked a bit already about the Cash Flow Index and restructuring inefficient loans. Paying off or restructuring inefficient loans is a great way to free up cash flow to put into a Cash Flow Insurance policy. People often think that what matters the most is paying off loans as quickly as possible. Financial gurus like Suze Orman are always saying to shorten your mortgage and other loans. However, if you shorten your mortgage or loans, it forces you into higher payments, which can provide more risk and increase your debt-to-income, lowering your

credit score. This might result in having to pay a higher interest rate on every other loan you have moving forward.

Your debt-to-income ratio is the percentage of every dollar you make that is required to go towards a loan payment, either on principal or interest. Of all the factors that affect your ability to qualify for a loan, debt-to-income is one of the most impactful. You can use the Cash Flow Index we discussed earlier to determine which loan is the biggest cash hog and will free up your debt-to-income the fastest. Paying off inefficient loans will help your debt-to-income, which will help your credit score, which will help lower your interest on other loans.

Take a look at your investment portfolio and see what your interest rates are. What are you earning on a CD? What are you earning on your mutual fund? What are you earning on any stock that you have? If you could cash out a CD that is not performing very well, you could use that money to pay off a five percent interest rate loan that's costing you five hundred dollars a month in payment. That immediately increases cash flow, which could allow you to renegotiate interest rates on other loans as well, thereby freeing up even more cash flow beyond the 500 dollars per month.

Take this freed up cash and capitalize your Cash Flow Insurance system. You can even consider extending loans to free up more cash flow and accelerate your Cash Flow Insurance. This leads to more wealth long-term—more money in your life and in your pocket, as well as added stability and options for you along the way. If you refinance your fifteen-year mortgage into a thirty-year mortgage, you can take the payment that would normally go toward a fifteen-year mortgage and put it into your Cash Flow Insurance policy. You'll find that in about fifteen years, you'll have enough cash value to pay off the remainder of your mortgage. Then you can pay the rest of the

mortgage payment you would have made back into your policy, and end up with more money than either someone who had a fifteen-year mortgage or someone who had a thirty-year mortgage but didn't take advantage of the cost difference—all with the possibility to be more tax efficient.

You can also wrap a bunch of low Cash Flow Index loans into your mortgage, thereby making the interest potentially tax deductible. The interest on many loans—like credit card interest and some car loan interest—is not tax deductible. The interest on a mortgage can be tax deductible in the United States depending on your income. So if you consolidate those other loans into your mortgage, you gain tax advantages while improving your cash flow.

It's not just restructuring mortgages that can help free up cash flow. Say you have a vehicle that's been paid off. You could refinance it with a 1.9% or 3.5% interest rate, and use that money to pay off a higher-interest-rate credit card. The car loan—an installment loan—is a better loan for your credit than a revolving loan like the credit card, in which you pay money down and put money back on it at the same time, because the revolving loan is an ongoing cycle while an installment loan is finite. The money you save can then be put into your Cash Flow Insurance policy.

If you can restructure your inefficient loans to have the lowest payments required with the best interest rates and tax advantages, you can free up thousands of dollars a month, which can then go into your Cash Flow Insurance system. When you free up cash flow, that cash can then go into your Cash Flow Insurance. It's not costing you anything extra; it's just using the flows of your money more efficiently.

Setting up a Cash Flow Insurance policy also saves you from big costs, like the cost of term insurance—which you no longer need when

you have a permanent life insurance policy. The cost of term insurance might be two or three thousand dollars a year. Every year you don't die, that money is gone. The good news is you're alive; the bad news is that money is out of your hands. What could that money turn into? Just on its own, three thousand a year turns into \$30,000 over the next ten years. If you've earned a few percentage points of interest, it's even more. By saving the cost of term insurance and putting that money into a Cash Flow Insurance policy instead, you are keeping far more of your money, and recapturing those costs.

With this freed up cash flow, and the proper policy—which means a policy that will give you early cash value, with a company that has a strong dividend history and a long-term track record, and with the proper design so you can put extra cash in right up to the tax benefit limit—you can start to enjoy the benefits of Cash Flow Insurance!

Costs and Benefits: What's In It for You

As we've discussed so far, Cash Flow Insurance has benefits in many areas. It provides protection and privacy. You can either count your Cash Flow Insurance policy as part of your assets, or not; if you want to borrow money for your kids' education, for example, you don't have to include it as an asset. Moreover, although the exact rules vary from state to state, money inside a Cash Flow Insurance policy is generally untouchable by creditors and by courts in the case of bankruptcy. And all of this contributes to helping you create a legacy that will change your family's financial destiny and help your wealth and your values last through the generations.

But one of the most enticing benefits of Cash Flow Insurance is the tax advantages it provides. The cash value in your policy, growing at a guaranteed rate, grows completely tax-deferred. Loans that you take out against the policy are

But one of the most enticing benefits of Cash Flow Insurance is the tax advantages it provides.

completely tax-free. Your death benefit is not subject to the income tax, so it's tax-free. The cash in your policy can earn a dividend year-by-year. Once that dividend is paid, it's fully guaranteed. Moreover, since those dividends are re-deposited inside the insurance policy, there is no taxation on them. And, if managed correctly, utilizing the cash value during your lifetime is completely tax-free as well. If done properly, you may never have to pay taxes on any money taken out of the policy.

A Cash Flow Insurance policy, using an overfunded Whole Life insurance, is unique in that when you take money out, that money is FIFO—first in, first out. Every other interest or dividend bearing vehicle we know is LIFO—last in, first out. If you put your money in a CD, and you want to pull out money, the first money you pull out will be the interest you have earned. That interest is taxable. However, if you put money into an insurance policy and then take money out, the first money you pull out will be the first you put in—i.e., your premium. Since that money you are taking out is considered a return of your premium, it is not taxable. With a life insurance policy, you don't have to take out your interest until the very end. Moreover, if you take a loan against your policy, that loan won't be taxable either. This isn't a deferral, where you are going to have to pay it next year instead of this year. It's permanent.

When you take out a loan against your policy, you actually never have to pay it back. We don't recommend that, but it's the truth. If you don't pay it back, when you die, they will just subtract the loan from your death benefit. You can set your payback schedule on the loan. You can make the choices, and charge yourself—or anyone else you loan money to—whatever you want. A loan taken out against your policy

is one of the most private loans you can ever make. It doesn't change your credit score, and it has numerous tax advantages. Moreover, when you take out these loans—whatever they are for—the money still continues to grow inside your policy—something we'll discuss in more detail in Chapter Nine.

Because of this, a Cash Flow Insurance policy is perfect to use as a war chest or bullet fund. A **bullet fund** is money you have set aside that you can pull from when

**A Cash Flow Insurance
policy is perfect
to use as a war chest
or bullet fund.**

you want to seize an amazing opportunity at a moment's notice. A **war chest** is money that can be used for any unexpected surprise that money can help you solve—whether it's a lawsuit, a cash flow crunch, or the need to pay off something with a high interest rate. Having your wealth growing inside a Whole Life insurance policy allows you to seize opportunities as they arise.

Garrett has used it to build a TV studio for his business, recording training videos and courses—something he knew would pay for itself over and over again. He also knew there was no certainty that a bank would approve a loan for this type of request. At a minimum it would take longer than he was willing to wait at a time when our business was busy and growing. So he requested a loan of money against his policy, had a check in hand in seventy-two hours, and was able to pay for the TV studio in full, right then and there—and then pay himself back the 7% interest the bank would have charged him. When Garrett was publishing *Killing Sacred Cows*, he had the chance to save 67% off the normal rate for a full-page ad in a famous financial newspaper by paying in full months early; by requesting a check from

his Cash Flow Insurance policy, he was able to take advantage of the deal. When Garrett had the opportunity to purchase Wealth Factory, he only had a tiny window—but he was able to make the purchase thanks to his Cash Flow Insurance policy, thereby joining his team with some brilliant minds, increasing their impact and moving his business five to ten years into the future through the team's combined talents and abilities.

It was during the writing of this book that Michael took a large loan out of one of his policies to close on a new house purchase. When his old house sold, he took the cash from that sale and paid off the loan he had taken for the new house. Clean, simple, and extremely efficient.

You can use Cash Flow Insurance loans toward loan payments as well. Garrett had an American Express card balance that was charging him 17%. He paid that off using a loan from his Cash Flow Insurance policy, and then paid himself back at 17% instead of paying it to American Express, thereby capturing that money in his policy instead of losing it.

Because you are able to access your money through your loan, instead of going to Uncle Sam or to other financial institutions, the money you save with these tax advantages will continue to earn interest inside your policy. With all of these benefits, in order to match the growth of a Cash Flow Insurance policy, a mutual fund would have to return over nine percent per year, every single year, once fees and taxes are factored in (and that is before you start using your cash value as your own bank, which could push that number higher).

We can all agree that saving money is great. What most people don't realize is how much saving on taxes and loan payments can truly

affect their lives. Do you really know where your money is going? How is it flowing through your hands, and where is it ending up? And when it comes to recapturing your wealth, what do you think is more important—paying off loans, reducing expenses, or earning a higher rate of return?

We can all agree that saving money is great. What most people don't realize is how much saving on taxes and loan payments can truly affect their lives.

By calculating your maximum potential, it becomes easy to see the benefits of saving money and recovering cash, rather than seeking a higher rate of return. Your full earning potential is reduced over time by factors such as taxes, debt service, inflation and lifestyle. If you can save \$5,000 a year in tax; another \$5,000 in interest; and another \$5,000 on hidden fees, commissions, and duplicate coverage or costs with insurance, that is \$15,000. Do you know how much money you would have to invest to find \$15,000 a year in cash flow? If your investment earned five percent, you'd have to invest 300,000 dollars. But you can get that same return just by optimizing your cash flow.

Let's look at an analysis over a period of thirty years. To make it easy, let's say that you have no assets, no 401(k), and no money set aside. What you do have, your one powerful asset, is your earning potential. Say that you have a \$100,000 per year income. That means over the next thirty years, you'll have a total of \$3 million dollars flowing through your hands.

That's already a pretty good sum of money. But this is assuming that you have no increase in income, that you have no earnings on

investments—nothing but that \$100,000 a year. So let's assume that you have the ability to increase your earnings by a total of five percent a year. If we calculate that out over thirty years, your 3 million dollars becomes 6.6 million dollars. Not too bad!

There's one more assumption at work here: that you are basically just keeping your money under the mattress, that it is not working or earning for you at all. So now let's assume that you've learned some Cash Flow Insurance principles, and that you can make a better return on your money than keeping it under a mattress, or in a savings account, or a CD or a money market account. Let's assume that you are earning a 5% interest rate on your money. Now, your total income over thirty years increases to a whopping \$12.9 million.

That \$12.9 million is your earning potential. That is how much money passes through your hands over a thirty-year period given those variables above. The question is, how much of that money are you holding onto, and how much just slips away? Obviously, there are a large number of eroding factors that will decrease the amount of income that stays in your pocket over a thirty-year period. We're going to focus on the three most powerful eroding factors: taxes, loan/interest, and lifestyle.

Taxes have a huge impact on how much money you hold onto—and we're not just talking about federal income tax. We're also talking about the cumulative effect of state or provincial income taxes, of property tax, sales tax, estate tax, self-employment tax, and luxury tax—all the money you are paying in taxes. A conservative estimate puts the amount of income that goes to taxes each year at forty

percent—forty cents of each dollar going toward taxes. When we calculate forty percent of your income going to taxes over the thirty-year period, that \$12.9 million suddenly drops to \$7.7 million. That's just after paying taxes, and nothing else at all.

The second major factor is the loans we have and the interest we pay on those loans. Most people have a few loans—student loans, mortgage payments, credit card balances, business loans, car payments. There are all sorts of different kinds of loans. And the money you put toward paying off loans is money that is not going into your pocket. The estimated average percentage of income that Americans put towards loans is thirty-five percent. When we factor that in over the thirty years, the \$7.7 million now becomes \$3.2 million.

We have already dropped your earning potential by \$9.7 million, just by paying taxes and loans. We have not even factored in the cost of lifestyle—the money you spend just living your life. Average lifestyle costs amount to an estimated 23.5% of income. When we factor that in over the thirty years, the amount of money you have left in your pocket sinks down to \$194,000. Just \$194,000 of the \$12.9 million that passed through your hands is still with you after thirty years. (*See INCOME DATA, Example 1 on the following page 104.*)

INCOME DATA (Example 1)

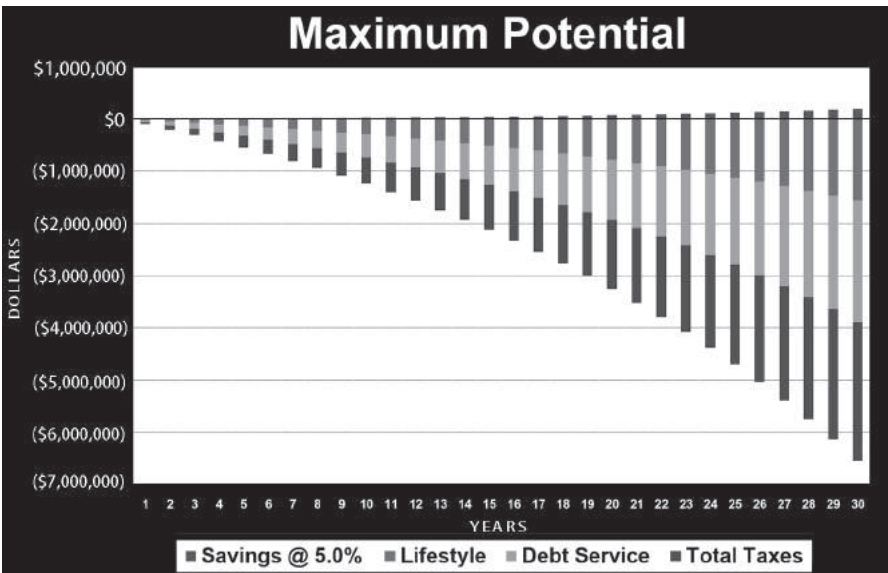
Illustration Period: 30 years / Annual Income: \$100,000

Annual Income Increase: 5.00% / Annual Earnings Rate: 5.00%

| Cost Ratios (%) | Total Costs | Actual Loss |
|--------------------------------|--------------------|---------------------|
| Total Taxes: 40.00% | \$2,657,554 | \$5,186,341 |
| Debt Service: 35.00% | \$2,325,360 | \$4,538,039 |
| Life Style: 23.50% | \$1,561,313 | \$3,046,969 |
| | - 0 - | - 0 - |
| | - 0 - | - 0 - |
| Net % to Savings: 1.50% | \$6,544,226 | \$12,771,340 |

SUMMARY OF VALUES

| | Total Income | Savings |
|------------|--------------|-----------|
| First Year | \$100,000 | \$1,500 |
| Average | \$221,463 | \$3,322 |
| Last Year | \$411,614 | \$6,174 |
| Cumulative | \$6,643,885 | \$99,658 |
| Compound | 12,965,827 | \$194,487 |



Pretty shocking, isn't it? How is someone used to a \$100,000 annual income going to survive on a total of less than \$200,000 savings when they stop working? How can you keep more money in your pocket?

Most retirement planners will tell you that the solution is to focus on increasing your rate of return. Let's follow their advice, and see how the numbers play out. Instead of a 5% interest rate on your earnings, let's increase it to 10%. This is the so-called magic bullet—increasing your rate of return; how did we do? Well, by increasing earnings from 5% to 10%, we have increased that \$194,000 to \$433,206. Not too impressive—and certainly not enough to last someone twenty years of retirement. Moreover, increasing your rate of return from 5% to 10% generally means a huge increase in risk—with no guarantees. And what if right before you were to retire the market dropped 40%? You'd lose over 40% of your life savings.

So what is the solution to keeping more money in your pocket? It is to reduce those eroding factors. Let us say right off the bat that the factors we want to focus on reducing are taxes and loans, NOT lifestyle! We want you to be able to keep your lifestyle, if not increase it. So let's see what happens if we just focus on taxes and loans. Let's go back to the 5% earnings rate, which brings our total after thirty years to \$194,000.

So what is the solution to keeping more money in your pocket? It is to reduce those eroding factors. Let us say right off the bat that the factors we want to focus on reducing are taxes and loans, NOT lifestyle! We want you to be able to keep your lifestyle, if not increase it.

Using Cash Flow Insurance and some basic tax strategy, you can decrease your tax burden by 10%—meaning 10% of the 40% average, so 4% total. So you are now paying a total of 36% on taxes. Do the calculations, and your total savings after thirty years jump up to \$713,120—already significantly more than you get by increasing your rate of return! (See *INCOME DATA, Example 2 on the following page 107.*)

Using the cash flow index to identify inefficient loans—and working to pay off those loans—can reduce those expenses by half. But to be conservative, we'll say that you have reduced your loan payments from 35% to 20%. With that factored in, your savings after thirty years leaps up to \$2.6 million! (See *INCOME DATA, Example 3 on page 108.*)

Now you've gone from holding onto just \$194,000 of your \$12.9 million to keeping hold of \$2.6 million. That's a pretty dramatic difference, and it was all done at no additional risk to you. While you shouldn't neglect your rate of return completely, there are clearly better things to focus on when it comes to maximizing your earning potential—things that have much greater impact at much less risk. Chasing a higher rate of return is not the answer. The answer is to focus on leverage, efficiency, utilization of your money, and decreasing eroding factors. By utilizing Cash Flow Insurance techniques, you can minimize your taxes, lower your interest cost, and improve your lifestyle!

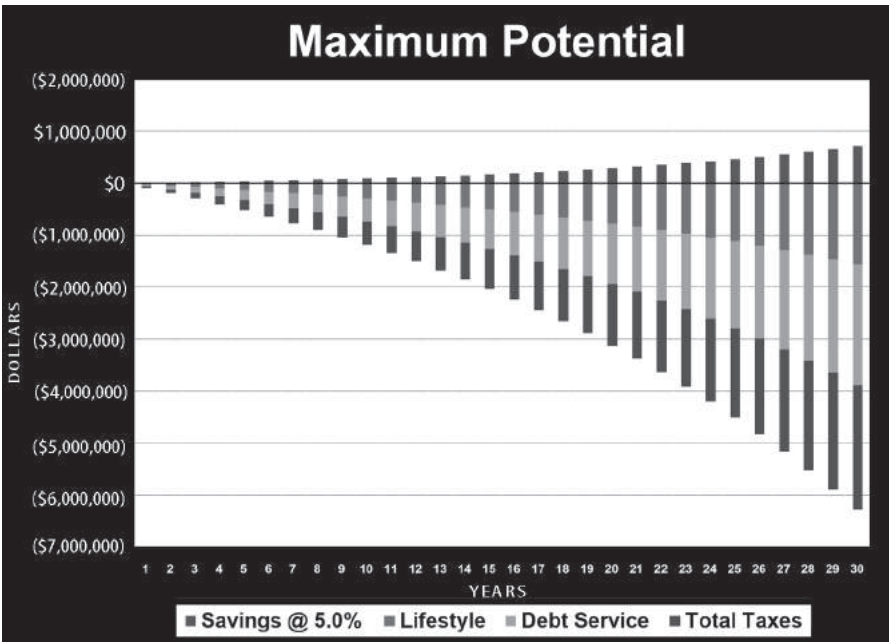
INCOME DATA (Example 2)

Illustration Period: 30 years / Annual Income: \$100,000
 Annual Income Increase: 5.00% / Annual Earnings Rate: 5.00%

| Cost Ratios (%) | Total Costs | Actual Loss |
|--------------------------------|--------------------|---------------------|
| Total Taxes: 36.00% | \$2,391,799 | \$5,667,698 |
| Debt Service: 35.00% | \$2,325,360 | \$4,538,039 |
| Life Style: 23.50% | \$1,561,313 | \$3,046,969 |
| | - 0 - | - 0 - |
| | - 0 - | - 0 - |
| Net % to Savings: 5.50% | \$6,278,471 | \$12,252,707 |

SUMMARY OF VALUES

| | Total Income | Savings |
|------------|--------------|-----------|
| First Year | \$100,000 | \$5,000 |
| Average | \$221,463 | \$12,180 |
| Last Year | \$411,614 | \$22,639 |
| Cumulative | \$6,643,885 | \$365,414 |
| Compound | 12,965,827 | \$713,120 |



INCOME DATA (Example 3)

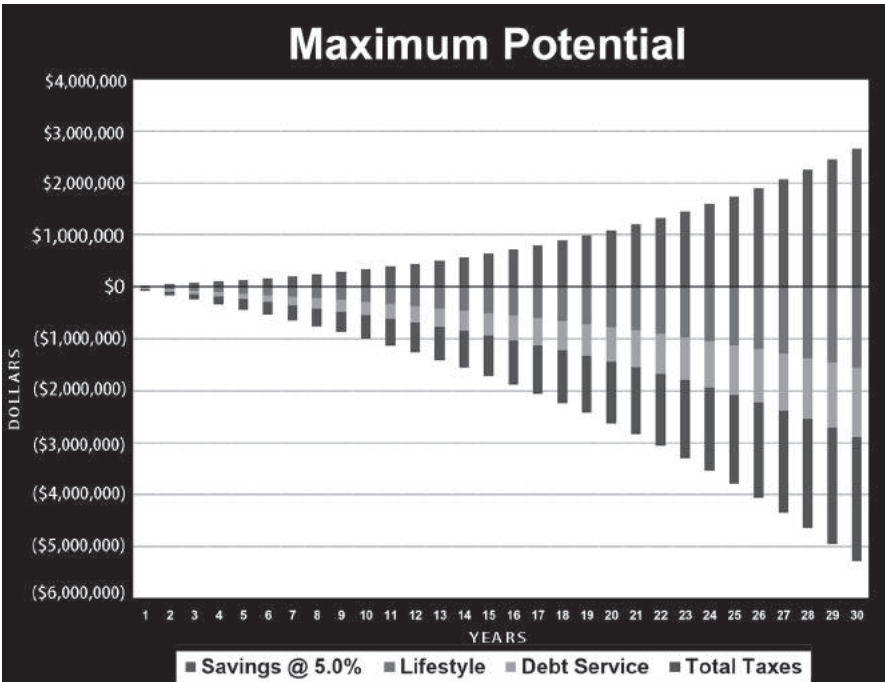
Illustration Period: 30 years / Annual Income: \$100,000

Annual Income Increase: 5.00% / Annual Earnings Rate: 5.00%

| Cost Ratios (%) | Total Costs | Actual Loss |
|---------------------------------|--------------------|---------------------|
| Total Taxes: 36.00% | \$2,391,799 | \$4,667,698 |
| Debt Service: 20.00% | \$1,328,777 | \$2,593,165 |
| Life Style: 23.50% | \$1,561,313 | \$3,046,969 |
| | - 0 - | - 0 - |
| | - 0 - | - 0 - |
| Net % to Savings: 20.50% | \$5,281,888 | \$10,307,833 |

SUMMARY OF VALUES

| | Total Income | Savings |
|------------|--------------|-------------|
| First Year | \$100,000 | \$20,500 |
| Average | \$221,463 | \$45,400 |
| Last Year | \$411,614 | \$84,381 |
| Cumulative | \$6,643,885 | \$1,361,996 |
| Compound | 12,965,827 | \$2,657,995 |



The list of benefits Cash Flow Insurance provides goes on and on. You have cash, you can access it completely, you can earn interest instead of paying interest, you can save on term insurance costs, you can save on taxes, you can take cash out in a tax-favored way, your money can be protected from lawsuits and bankruptcy, and your guaranteed returns on the policy are at higher rates than what you see in almost any other savings vehicle.

Most importantly, Cash Flow Insurance creates a solid base level which can always keep you safe. It allows you to mitigate and manage your risk to as near zero as possible, while capitalizing your income. It provides what we call the economic value of certainty. If you have predictability, if you know exactly what the guaranteed standards of performance are, you can make decisions with much more security and confidence.

The list of benefits Cash Flow Insurance provides goes on and on. You have cash, you can access it completely, you can earn interest instead of paying interest, you can save on term insurance costs, you can save on taxes, you can take cash out in a tax-favored way, your money can be protected from lawsuits and bankruptcy, and your guaranteed returns on the policy are at higher rates than what you see in almost any other savings vehicle. Most importantly, Cash Flow Insurance creates a solid basal level which can always keep you safe.

If you have a policy in which the cost of insurance can change—where the company can ask you to pay a higher premium sometime in the future, or where your earnings are completely dependent on what happens in the stock market—you don't have that certainty. You may have what you consider to be a war chest, but when the time comes to use it, if the stock market is down your policy may have less cash value and you won't have access to the cash.

The cash value of a Whole Life insurance policy is both accessible and guaranteed. You know for certain, year by year, every year, how much money will be there. That advantage of knowing versus hoping can be leveraged in all areas of your life, especially as you make short- and long-term finance decisions. Cash Flow Insurance allows you to lay a solid foundation so you can swing for the fences and still protect your family's quality of life—Rockefeller style.

Turning the Death Benefit Into a Living Benefit

There's an old axiom that nobody ever gets wealthy off of life insurance while they're alive. That may be true for a traditional life insurance policy, but this is a little different thanks to a major asset in your Cash Flow Insurance policy: the permanent death benefit. As the name might suggest, most people consider that benefit to only be worth something when they die, not something they can use while they are alive. Car insurance allows you to drive your car without fear of loss. Likewise, life insurance allows you to live your life—and spend your money—without fear of either running out of money or not leaving anything for your heirs.

With Whole Life insurance, the death benefit is guaranteed to be around exactly one day longer than you, meaning it is with certainty going to pay out eventually, when you die. You can therefore leverage the certainty of your death—even though it's uncertain *when* you are going to die—to both spend more money while you are alive and preserve the legacy of your family.

Your death benefit allows you to spend 20–50% more cash flow when you get into the distribution phase of your life, and spend it with

Your death benefit allows you to spend 20–50% more cash flow when you get into the distribution phase of your life, and spend it with certainty.

certainty. The accumulation phase of your life is when you are saving and investing money—usually during your working lifetime. The distribution phase is when you start taking your savings and distributing it back to yourself—usually in your retirement years.

A death benefit gives you a way to coordinate and to structure the distribution phase of your life in the most efficient way. Even if the market went down 30% in your retirement, your cash flow would not be impacted whatsoever. Meanwhile, you can preserve the legacy of your family by using your insurance to replenish a trust completely tax free—the Rockefeller Method.

There are also new riders available on death benefits that insure for long-term care. If you can't perform two of what are known as the "activities of daily living"—getting dressed, feeding yourself, etc.—this rider will allow you to spend up to 50% of your death benefit while you are alive in order to provide for your long-term care. It doesn't cost anything extra; it's just a contractual provision that you can add.

There are some very specific ways to utilize your death benefit while you are living. Some are a little morbid, and not necessarily what we would recommend—viatical settlements, for example. A viatical settlement is when someone with a terminal illness sells his or her death benefit on the market. Not a particularly uplifting proposition!

A less morbid version of this is what's called a senior settlement; sometimes called stranger-owned life insurance. This is where a senior—for men, you typically have to be over 62, for women, over 70—sells their policy on the market. Death benefits have such value

that investors are willing to buy them for more than their cash value. Warren Buffett has bought billions of dollars of death benefit through senior settlements, as has Bill Gates. Buffett knows his company is going to be around longer than the policyholder, so he knows he's going to get a guaranteed payout.

If you have a death benefit, you don't have to worry about continuing your pension after you die.

In our opinion, neither senior nor viatical settlements are the best way to draw a living benefit from your death benefit. In fact, the best living benefit of a death benefit is what we discussed earlier, in Chapter Five—having a coordinated strategy to spend your assets, including your principal, because you have a guaranteed benefit going to your beneficiaries, no matter what. Instead of just living off interest, you can take full advantage of all of your assets in the later years of your life, just as the Rockefeller family did. A senior settlement would merely be a back-up strategy for a worst-case scenario in which you outlived your money—it would give you more peace of mind, and options in the future.

This has some obvious advantages in terms of how much money you can spend every year, as we illustrate with our calculations in Appendix 1. And it doesn't just affect how you spend your principal. If you have a pension, when you go to take it out in retirement, there are usually around six options. Option number one is the highest pension payout each month for you, leaving nothing for a surviving spouse. Another option, one many people take, is to cut the payment down several percentage points, so that if you die and your spouse survives, the pension payments will continue to them.

If you have a death benefit, you don't have to worry about continuing your pension after you die. Your spouse and your heirs will be provided for—and the money will be income-tax free. This strategy of taking the maximum pension and using the death benefit to replace it is called pension maximization. You're not just guessing and playing the odds; because of the death benefit, there is certainty that if something happens, your family is still taken care of. And if things go according to plan, you'll have a whole lot more cash flow during your lifetime!

Rather than living off your interest alone, with every dollar subject to tax, you can use a paydown or accelerated cash flow strategy. It will even protect you in the event that taxes go up. It can protect you in the environment of low interest rates as well.

And most importantly, the number one thing to protect against, and something that people can overlook in the short term, is inflation. Inflation erodes your purchase power, so if you are living off of a fixed income in your later years, each year that income will buy you less and less, as the cost of living continues to rise.

If you can spend your principal as well as the interest, inflation isn't as concerning and this issue is greatly diminished. The money that you are pulling from your principal (unless in a qualified plan) would come out tax free, so you would pay less in taxes. Moreover, your taxes would drop year by year, because even if tax rates rise, you are taking more and more principal and earning less and less interest as you exhaust the account. And, with more money to spend, you will be able to account for inflation.

All of this is possible because of the certainty of your death benefit. You can spend your principal, because whatever you spend while you are alive, your death benefit will replace that money for your heirs

when you die. Therefore, you get to spend both the interest you are accruing AND the principal in the later years of your life.

All of the advantages here are great. You'll get to spend more, pay less in tax, hedge inflation, and not depend on the stock market. But we're sure you are wondering—what happens when you spend down your principal, and all of a sudden you're eighty years old and you have nothing left in that account?

Here's where the death benefit comes even more into play—and there are a number of ways you can use it. Say that you have a mortgage that you've paid off. You can use your death benefit as collateral to get a reverse mortgage. You can take your death benefit to the bank, and assign them a percentage of your death benefit, which can be done with one form called a collateral assignment. Then, the bank will give you a reverse mortgage, which gives you access to cash inside of your home in the form of a lump sum or systematic payments to you. Basically, rather than a mortgage where you are making payments to a bank, the bank is making payments to you. Since these payments are considered a loan, you won't have to pay tax on that cash. Normally, in a reverse mortgage, your home would be the collateral. However, to avoid losing your home, you use your death benefit. So when you die, the reverse mortgage is paid off with the death benefit, rather than with your home.

With this strategy, your death benefit can unlock the equity of your home on a tax-free basis, providing a living benefit for your later years. And this is not even the most efficient way to utilize your death benefit!

If you have a highly appreciated asset—such as real estate or your business—you may want to sell it to support your later years of life. There are plenty of strategies for deferring the capital gains tax you

would have to pay; but what if we told you there are completely permanent tax strategies for avoiding those taxes? You can do this by using what's called a charitable remainder trust.

If you sold a \$1,000,000 building, you would have to pay anywhere from \$200,000 to \$300,000 in tax, leaving you with \$700,000 from the sale. If you use a charitable trust, you can donate that building to the charity of your choice—a university, a church, a cause, or some 501(c)3. When you donate, a portion of the value of the donated asset is tax deductible.

Of course, the problem with a charitable trust is that when you die it goes to the charity and it disinherits your family. However, you can set up a charitable trust so that you are the first beneficiary, and the charity the second beneficiary. That means that all you have to do is leave at least 10% to the charity when you die—which, in my opinion, is much better than giving 40% to the government! That's where the Rockefeller Method comes in: you can use your life insurance that the Cash Flow Insurance system provided to replenish the gift back to the trust in a tax-free fashion. Now, your family has a bank inside of the trust to borrow from and replenish, and when they get their own life insurance, they can continue to replenish the trust down through the generations.

The Rockefellers have been implementing and integrating these types of strategies in their family for generations. That's why this strategy is so cool: you get to give your money away, spend more money than if you didn't give your money away, and the life insurance returns the gift back to your heirs, tax-free. You get to spend, give and replenish, and this strategy is all brought to life at no additional cost to you, thanks to your death benefit.

Generational wealth will typically last about two generations

before the money is all spent. This is a way to ensure that your wealth continues beyond that. The death benefit can replenish the trust when one generation utilizes the money, and even in the case of market changes or mistakes, the death benefit becomes a contingency plan for replenishing the trust. Moreover, this allows you not only to pass down generational wealth, but also to create a value system for your kids, your grandkids, and your great-grandkids, so that they know your name, your values, and what you stood for. You can change the destiny of your family by utilizing these policies properly, all while living your life to the fullest in your later years. Cash Flow Insurance is a way to leave a financial legacy, to empower your children and share more of your human life value with them, and to help ensure that the wealth you leave them is a blessing—not a curse. We learn the most being the teacher.

Generational wealth will typically last about two generations before the money is all spent.

When we set up our financial lives in this way, the Rockefeller way, we enhance our own personal lives and the lives of those around us today and tomorrow. How great is that? Part of the key components of a Cash Flow Insurance system is how you own a Whole Life policy and how you set up the beneficiary.

Most policies are owned individually. Some are set up to be owned by an LLC. Some are owned by a trust. There are benefits to all. We want each of you to meet with appropriate legal counsel to make these considerations specific to your planning.

This may seem to be a lot of complicated information about how your death benefit can be a living benefit. But we promise—it's actually quite simple! If you are feeling a little overwhelmed by all of these

ideas and options we spelled out, here's the most important things to remember about making your death benefit a living benefit.

The number one benefit of a death benefit is knowing for certain that there is a sum of money coming on the day you die. Although the date of your death may be uncertain, the fact that the sum of money will arrive on that date is not. And you can capitalize on that certainty to improve your cash flow while you are alive.

You can do this through the various means we have discussed in this chapter and elsewhere in this book, including utilizing a reverse mortgage or a charitable trust. A death benefit also allows you to simply, with planning, accelerate the rate at which you spend the money you have, knowing that it will be replaced for your heirs with your death benefit. If you spend too aggressively, or live longer than expected and run out of money, there are still options. For instance, you can sell your death benefit. Alternatively, if you live to be 100, many policies will cash out when you hit that age, allowing you to literally spend your death benefit while you are alive.

Simply put, you don't have to die to benefit from a death benefit. Let us lay out a few analogies that will help make clear what we mean by this. The first is a story from Garrett's childhood: when he was in Catholic school, he got into a fight with another kid. The PE teacher came up and separated them, saying, "You guys could get into a lot of trouble for this fight. But what I'm going to do is send you both home with permission slips. Get them signed by your parents, and then we'll put boxing gloves on you and you can duke it out as long as you like." Once Garrett had that permission slip, he knew he wouldn't get expelled.

A death benefit is like that permission slip. It gives you a backup plan, because you know that no matter what, you have an inheritance

that is going to come to your heirs when you die. This gives you the freedom to unlock your other assets, because you are not using your other assets as insurance. Instead, you are using insurance as insurance, which allows you to tap into lazy assets that don't produce cash flow, and bring them into cash flowing scenarios.

Here's another analogy: imagine that you have an eccentric relative who loves gold. One day, you get a call telling you your relative has died, and has left you \$2 million in gold bars. However, there is a caveat: your relative has stipulated that you will not receive that gold until you turn 80. Now, can that \$2 million in gold change your life today, even though you won't see it until you are 80? Absolutely! Now you know, for certain, that when you turn 80 you will receive \$2 million dollars. That means, before you turn 80, you can spend \$2 million that you hadn't planned on spending, because it will be replaced as soon as you turn 80. If you know the money will exist when you are 80, you can spend money differently right now, before you turn 80. A death benefit is much like a future inheritance. You can leverage the certainty of it coming in, even though you don't know when exactly that is going to happen.

Let us give one more analogy of how a death benefit benefits you while you are still alive. Imagine that you have paid off your mortgage entirely. Once you have done that, you are no longer required to carry homeowner's insurance. "Great!" you may think. "Now I can save the money I was spending on homeowner's insurance." But the truth is, you're not saving money—you are losing money.

Even if you have a million dollar house, homeowner's insurance won't come to much more than \$2500 a year at maximum. If you decide not to have homeowner's insurance, and if something happens to your home and you need to rebuild or replace it, that million dollar

value is going to have to come from somewhere. So, you likely have a million dollars locked away somewhere. In essence, that million dollars is acting as the insurance on your house.

Imagine if that million dollars wasn't locked up. Imagine you were actually putting it to use—say, through long-term investment. You could make \$2500 a year on that with your eyes closed. If you got even a 5% return on that million dollars, you would be making \$50,000 a year. So, by not buying homeowner's insurance, you are saving \$2500 a year. But you are losing \$50,000 a year by having that million dollars locked up—that's a \$47,500 net loss!

A death benefit is like having insurance. You don't have to keep money locked up—your death benefit is there to protect you. Your insurance acts as insurance—allowing you to utilize your assets today, while you are alive.

As you can now see, there are several ways to enjoy your death benefit while you are alive. We have outlined ways to increase cash flow, create contingencies, and give you more permission to spend money without the fear of running out—and with the certainty that your family will be taken care of for generations to come.

Buying Your New Worth Instead of Building It

Net worth is vastly over-promoted in the financial world. We know people who talk about net worth all day long as this great indicator and measure of wealth. And yes, it is an indicator—but every business owner knows that if you can't access your net worth in times of need, then it's relatively worthless. If you can't get to your money, then it doesn't count for much.

If you want net worth that you can actually access, that is actually really *yours*, then we'll tell you something that may surprise you: you don't want to build your net worth. You want to *buy* it.

**You don't want to
build your net worth.
You want to *buy* it.**

So many people spend so much time worrying about building a nest egg. They think, "I've got to create, save, and build millions of dollars. How much risk do I need to take on? How much time will it take? Where do I put my money?" In fact, you can get that nest egg right here and right now, through a Whole Life insurance death benefit.

As we discussed last chapter, your death benefit provides almost innumerable benefits to you while you are living. And a nest egg is one more huge benefit that a death benefit provides. How much money would you have to put away if you wanted to have a five million dollar nest egg? How many market swings would you have to survive, and how much would you have to risk? How many fees would you have to pay? And how much time, effort, stress and worry would you have to endure to make it all happen?

That's why, instead of trying to build net worth, buy it. If you buy a Whole Life insurance policy with a guaranteed five million dollar death benefit, you have instantly added five million to your estate. When you die, your estate will inherit five million dollars. You can now rest assured that you have your five million dollar nest egg ready and waiting—and still utilize your net worth during your lifetime.

Building a net worth is not easy. We've shown how difficult it is to create and grow wealth when you are handling your money in such a way that it is subject to eroding factors like taxes and inefficient loans, or using strategies that are dependent on the stock market.

**Building a net worth
is not easy.**

So many people, when they get to their retirement, just don't have the lifestyle that they'd hoped for initially. Between all the moving targets of interest rates, taxes, inflation, the markets—it can be almost impossible to navigate and predict what your net worth will be when you retire.

But there is one thing that is certain and predictable: death. By purchasing a death benefit through Whole Life insurance, you have a future sum of money that is contractually guaranteed from day one.

If you put a deposit down right now, you would know that you

controlled a million, or two million, or five million dollar death benefit—and you would know that money would be there in the future. Now, most people think of that money only as what is going to be left behind to someone else when you pass away. But we hope by this point we've shown that a death benefit can be much more than that.

When Garrett's dad retired, he could have used the option of taking a lower pension and preserving the money for Garrett's mother if he died first. But instead, because he had a death benefit, he was able to take his maximum pension. He didn't have to worry about affecting his net worth by spending his full pension, because Garrett and his dad had bought his dad's net worth in the form of that death benefit. They didn't try to build it. They didn't try to take on risk in order to grow his net worth. They didn't have to wait and build and wait and build. They just got a contract that said, "Hey, here's an amount of money that you can count on having at retirement."

The fact that you can buy your net worth rather than building it can be hard to wrap your mind around. We tend to think of the money we build up as our "real" money. When you put a dollar in your 401(k), and a dollar shows up in your 401(k), most people think of that as real money. However, in reality, it's actually FBO, or "for benefit of." It's not actually yours; you are a beneficiary, not the owner of the program. The government is actually the owner of the program.

Moreover, if you want to take that dollar out of your 401(k), you have to pay taxes on it. Does that sound like a dollar that actually belongs to you? That tax may be thirty percent, plus another ten percent penalty. If you try to take out and utilize "your" dollar, you'll find that you only actually have sixty cents.

And yet we still have this false sense of security based on that statement that comes in the mail and tells us how much of "our" money

we have saved up. There's still the warm, comfy blanket that makes us go, "Oh look, there—that's my money," when in fact, if you tried to access that money, you would run into all sorts of hurdles and end up with a lot less than you thought you had.

**Whole life insurance
is always honest.**

Whole life insurance is always honest. If your statement says you have no cash value, you have no cash value. And if your statement says you have \$10,000, then that is \$10,000 you can take out the next day and have in your hand. The money you have in a Whole Life insurance policy is actually your money.

Buying your net worth also has another major advantage over building your net worth: you can do it right now. Building your net worth takes time. But if you are older, and you don't have as much time, you can buy your net worth instead. You can secure a 100% income-tax free asset that can be passed on to the next generation, and that you can utilize in order to live fully and access your net worth in your later years, Rockefeller style.

Garrett met with his grandmother when she was about seventy years old. She and Garrett's grandfather were angry because they had reached the age where there were required minimum distributions on the 401(k). When you reach seventy and a half, you have to take out a certain percentage from your 401(k), otherwise you get hit with a fifty percent penalty as well as taxes on that percentage.

Garrett's grandmother was understandably frustrated. So Garrett recommended that they take the money and allocate it into an insurance policy. And guess what—when Garrett's grandmother died, she had an extra quarter of a million dollars that was left tax-free to

her five kids. Garrett's grandparents came from a small coal-mining town with less than a thousand people, and here they were passing down an extra quarter of a million dollars. That is six times more than the value of their home. Even better, they were able to live out their last years not worrying about whether the market was up or down, and they were able to access and utilize their net worth to live fully, happily, and with certainty that they would not run out of money or leave nothing behind to their children.

Michael had some clients referred to him recently that were approaching retirement within four years. The clients had bought term and invested the difference. They had the difference and had no life insurance when Michael met them. They felt they were self-insured at that point. Their plan was to go into retirement with their assets providing an income for them. However, they didn't want to take any risk whatsoever on their retirement savings. Their plan when they got to Michael was to allocate into a bond type portfolio when they retired, which would yield them somewhere around 2.5% a year in interest. They quickly learned that they could buy their net worth with a Whole Life policy, funded to match their goals to retire. This new death benefit gave them the permission to put a large portion of his retirement into a special guaranteed annuity that paid them 7% a year guaranteed—almost 300% more spendable income for them. All the while the new death benefit guaranteed the surviving spouse the same amount of income—essentially buying their net worth.

When you buy your net worth, you create and ensure your future.

When you buy your net worth, you create and insure your future. It increases income opportunity for your existing assets, helps with

wealth capture and wealth creation, and means you can stop gambling and putting money toward things that don't make sense. Cash Flow Insurance allows you to buy your net worth, and know with confidence that the money is there, is secure, is growing—and that it is, without question, *yours*.

This is exactly what the Rockefellers have done. The Rockefellers were able to earn and produce to start their fortune. For generations they have utilized Cash Flow Insurance to perpetuate the wealth inside of the family trust, despite the enormous amount of estate tax they face when the money is passed from generation to generation. You can insure your legacy by buying your net worth, and by insuring there will be tax-free money to fund your trust. So buy your net worth and pass it on ... again and again.

Getting a House or a Car with Your Bank

Financial gurus will tell you that you should always pay cash when making big purchases like a house or a car. They tell you never to finance if you can help it in order to avoid unnecessary interest payments. In some cases, they are right. But if you use Cash Flow Insurance, we have a surprising fact for you: financing big purchases can actually make you rich.

The fact is, while financing costs you in interest payments, paying in full with cash costs you in opportunity—this is called “Opportunity Cost.” Simply put, opportunity cost is what you miss out on when you choose one option over another. In other words, every decision you make in life includes an

Taking out loans from your Cash Flow Insurance policy can make opportunity cost work in your favor. It can create positive cash flow that can increase your wealth, all while allowing you to make those big purchases. How?

opportunity cost—the option you did not take. And it can cost you thousands of dollars each year if you don't understand or acknowledge it.

However, taking out loans from your Cash Flow Insurance policy can make opportunity cost work in your favor. It can create positive cash flow that can increase your wealth, all while allowing you to make those big purchases. How? Through the law of uninterrupted compounding.

Compounding is the strategy of putting your money in an investment that pays interest, and then taking the interest you've earned at the end of the year and reinvesting it with your original stake, so that your interest continues to earn a return, as does your principal. As this process is repeated year after year, your earnings snowball, and your wealth grows. As you can imagine, the longer you allow your money to compound uninterrupted, the more it grows. And if you allow it to compound uninterrupted over many years—the key to successful compounding—it can produce a fortune. For example, if you have \$10,000 in an investment that is growing at 10% interest, over the first forty years it will grow into \$452,593—not bad, but not amazing. But then, with compounding putting the interest back into the investment, something amazing happens: by year fifty, you'll have a million dollars. By year sixty, you'll have more than three million!

Here's the catch: this amazing growth can only happen if the compounding process is uninterrupted—in other words, if you never pull any money out of the account. For example, if you made an early withdrawal of \$150,000 from your account in year forty, then in year fifty you'd have \$745,941 instead of one million dollars. By year sixty, you'd only have two million, instead of three—a full one million dollars less, just because of a \$150,000 withdrawal. Even that small amount could cause your wealth to plummet.

The point is that interrupting the compounding process by liquidating all or even part of your funds is a big destroyer of wealth. Unfortunately, these interruptions happen all the time without you even realizing it. If you have a 401(k), a decline of 20% in the stock market would interrupt the compounding process, because your account balance would have dropped by 20%. If you have a college fund that you start putting money into when your child is born, and then you liquidate it to pay for tuition expenses, you've interrupted the compounding process after only eighteen years. Moreover, if you cash out part of your 401(k) or IRA to make a large purchase, it will interrupt your compounding as well.

Thankfully, we know an account that will let you compound your money AND access your money without interrupting the compounding process—and that account is a Cash Flow Insurance policy. Here's how it works:

In a bank account, brokerage account, 401(k), etc., when you pull out money for a big expense, you either liquidate your savings account, sell your stock, or get rid of your mutual funds. This frees up your money for use in the purchase, but then the money is no longer earning

When you pay cash for big purchases, the compounding process is interrupted. However, when you pay for those same purchases using your Cash Flow Insurance policy, the compounding process is not interrupted. Why? Because when you take out a loan from your Cash Flow Insurance policy, you are not actually taking money out *from* the policy; you are borrowing *against* the policy.

for you and no longer participating in the compounding process. As we've seen, this can greatly impact your long-term returns.

When you pay cash for big purchases, the compounding process is interrupted. However, when you pay for those same purchases using your Cash Flow Insurance policy, the compounding process is not interrupted. Why? Because when you take out a loan from your Cash Flow Insurance policy, you are not actually taking money out *from* the policy; you are borrowing *against* the policy. The insurance company with whom you hold your life insurance policy will lend you money up to the amount you've saved in your policy, knowing that even if you don't pay it back, they can just deduct it from your death benefit when you die.

Because you are borrowing against your policy and not from it, the actual cash in your policy remains untouched. No money is removed from your account. Therefore, the money in your account can continue to compound and grow, completely uninterrupted. Then, when you've paid the loan back in five or ten or however many years—with interest paid to yourself, as we've discussed—you are paying back into a cash value that is exponentially higher than when you took out the loan.

This may still sound a little “out there,” so let's take a look at a specific example: buying a car. Let's compare three different ways to buy a car, and see what happens over a twenty-year span if you buy a new car every five years:

1. **Buying a car with credit**
2. **Buying a car with cash**
3. **Buying a car by borrowing against your Cash Flow Insurance policy**

To make the comparison easy, let's say in all three of these cases, you are starting with zero dollars to put toward this purchase.

Buying a car with credit is the most common purchasing strategy. Credit means borrowing someone else's money in order to get the car you want immediately. Then, you pay off that loan—in this case, let's say you pay off the loan over the next five years. When buying with credit, the opportunity cost is the interest you pay on the loan. After five years, you've paid off the loan, and it's time to buy a new car. However, when you factor in a 2.5% rate of inflation over those five years, you'll have to borrow a little more in order to buy the same quality car. This will repeat every five years over the twenty-year span.

If you wanted to buy a car with cash, the first thing you'd have to do would be save up for it. In our scenario, starting at zero, there would be no way for you to buy a car with cash today. In order to buy a \$25,000 car within five years, you would need to save \$413 a month. However, once that 2.5% inflation rate is calculated, in five years that \$25,000 car will cost \$28,285. So in order to buy that car in five years, you either need to increase your savings to \$468 a month, or have your savings earn 2.5%.

When buying with cash, you face two opportunity costs. During the five years of saving, your opportunity cost is not having a car. Then, once you buy the car and your cash reserve goes back down to zero, your opportunity cost is not being able to use that money on other things—including emergencies—as well as not being able to earn any interest on that money.

Buying with credit and buying with cash have the same ultimate result: at the end of each five-year period, you end up with a car you own outright, and zero dollars in cash remaining. The difference is

just that with credit, you get your car immediately, and with cash you have to wait. But financially speaking, it doesn't make much of a difference which method you use, cash or credit.

Now, what this doesn't yet take into account is any interest earned on the saved cash. Let's say that you are saving the exact same amount of cash each month that you would be paying back, with interest, on a loan. Then, let's say you're putting that saved money into a traditional savings account or CD, which these days has about a 1% interest rate. Even with this small interest rate, you would have more at the end of every five-year period than the cost of the car. And at the end of the twenty-year span, you'd have accumulated an extra \$11,938—much better than using credit and ending up at zero! The downside, of course, is that you still can't get your car right away at the beginning—you still need that initial five years to save up. However, if you are able to take that five years, you are actually much better off buying with cash than with credit.

Thankfully, there is a third option that gives you the best of both worlds: using your Cash Flow Insurance and taking out a policy loan against your cash balance. If you are starting from zero, you will still need that initial five-year period to save up. However, when you take out that loan against your policy, you leave your money in your account to continue compounding, uninterrupted. So, when you pay back your loan, you are back to your full account balance—plus all the compounding interest you have earned during those five years! Instead of ending up after twenty years with \$11,938 more than when you started, you'll end up with over \$20,000 more—77% better off than you were paying cash.

As if that wasn't great enough, there's also the fact that you are not paying interest to a financial institution. Imagine if you took a

five-year, \$20,000 loan out from a bank at 7% interest. Your monthly payment on that loan would be \$396.02, and at the end of the five years, you would have paid \$3,761.44 in interest alone. Why not pay that money back to yourself, rather than to a bank?

This strategy can be used in all your large purchases, not just on cars. You can even use it to buy your dream house! Borrowing money from banks, credit card companies, or other lenders is in fact one of the most damaging things you can do to your wealth. It puts you in a hole that can be almost impossible to dig your way out of.

By taking out a loan from yourself via your Cash Flow Insurance policy, you not only get all the benefits we've already discussed—like paying interest to yourself instead of to a bank—but you are also allowing uninterrupted compounding to build your wealth even as you spend. By using Cash Flow Insurance, you can turn opportunity cost to your advantage by harnessing the power of uninterrupted compounding, while still spending money when you need it. In other words, with Cash Flow Insurance, you can accumulate wealth not just by saving, but by *spending!*

Your Bank ... Your Legacy ... Your Financial Future ... Why Wait?

Whether you are ready to get started with your Cash Flow Insurance and the Rockefeller Method right away, or whether you want to learn more—why not start today?

Now is the time to get started with the core building block of Cash Flow Insurance. Today, life insurance laws in the U.S. and Canada have favorable tax treatment that makes the Cash Flow Insurance system work.

Delaying setting up your life insurance can be a big mistake. If you are in good health and insurable today, it is a good idea to set up your Whole Life insurance plan now. Garrett is certainly glad he set up his Cash Flow Insurance policies when he did, because he ended up having some kidney issues that prevented him from buying any more insurance. Thankfully, he set up riders on some of his policies whereby every three years, or if he has another child, he can buy more insurance regardless of his health. Moreover, the term insurance he had left could be converted into

**Delaying setting up
your life insurance can
be a big mistake.**

permanent insurance. So even though Garrett's had a health problem for underwriting, because he set everything up early, he is still fully covered and able to use the Cash Flow Insurance system. When this happened to Garrett, he also made sure to get as much insurance on his kids as he could. If they inherit the same problem, Garrett wants to make sure their insurability is protected, and at the best rates possible.

Oftentimes, we spend so much time focusing on our future that we forget to live in the present. It's the Ebenezer Scrooge method of managing money: if you just cut back, if you save and never spend, then you too can eventually be a miserable and broke millionaire! And on the other side, just as bad, we can also be so focused on now that we forget to plan for the future or look forward to tomorrow at all.

Our philosophy is not about saving or sacrificing, delaying or deferring. It is about building a lasting legacy.

Our philosophy is not about saving or sacrificing, delaying or deferring. It is about building a lasting legacy. It's about being your own bank, so that you are able to take advantage of opportunity, rather than being taken advantage of. It's about rigging the

game in your favor. It's about freeing up cash flow without infringing upon your lifestyle. It's about being able to plan and work toward your future vision while still living fully and enjoying today, because YOU are the one in control.

Cash Flow Insurance is one of the main ingredients of the Rockefeller Method. Another critical aspect of the Rockefeller Method is passing on more than just money from generation to generation. It's about passing on values, philosophies, contribution, and opportunity, to name a few. The Rockefellers treat their legacy like a business. This

is done through the proper set-up and execution of an estate plan, and, more importantly, your board and Statement of Purpose:

Garrett's Statement of Purpose

My Statement of Purpose takes up fifty-one pages out of my eighty-seven-page trust document. Yes, I was more “wordy” than my attorney, Andrew Howell. But I had Andrew’s blessing because he and I both know that what I’m leaving behind is more than just money. I’m also leaving behind an intellectual legacy of wisdom, knowledge and values.

Below are excerpts from my personal Statement of Purpose. My method is to write down a Premise, a Vision, a Purpose and a Strategy for each area of life where I have wisdom to share.

- The Premise is the truth about the world as I know it. It’s the way things are.
- The Vision is the way I see myself and my family having an impact on the world and the way things are.
- The Purpose is the reason why the Vision is important.
- And the Strategy is how to implement the vision.

Here are some Premise, Vision, Purpose and Strategy excerpts from the Finance section of my Statement of Purpose:

Finance Premise

- Money is a man-made tool of efficient exchange. It is a byproduct of value creation. Although money may be finite, the number of times it can be utilized to facilitate exchange is infinite. In order to have money, it is essential to be a wise steward and accountable to being productive with money.

- Inflation is actually the devaluation of the standard of value known as money; therefore cash flow is infinitely superior to Net Worth.
- It is not only possible to have a lot of money and be spiritual; wealth and spirituality go hand in hand.
- No one individual is an expert in everything when it comes to finance.
- No one cares more about your money than you, so be a steward over your money.
- No amount of luck, discipline, rate of return, or savings will ever matter if one cannot overcome the scarcity mentality, which will inevitably destroy wealth.
- Abundance can exist because even if there is a finite amount of money, it can change hands an infinite number of times through exchange, and will build wealth when that exchange is through solving problems, creating value, and serving others through Soul Purpose.
- Prosperity is evidence of value creation.
- Personal legacy begins today and during one's lifetime. When money and Soul Purpose are aligned, Legacy is lived. It's not just when one dies.
- There is richness to experience, to building knowledge that will be used to serve others, and ultimately increase daily production.
- Building one's Soul Purpose is key in building one's net worth; it is, in fact, the only true financial security that exists.

Financial Vision

- I envision a world with Soul Purpose as the number-one priority for wealth
- I envision a world where money serves Soul Purpose rather than is the deterrent or obstacle.
- I envision a world where business owners invest in alignment with purpose and make money from their purpose.
- I envision a world where business owners have the fuel and commitment to fund their passion.
- I envision a world where money is no longer the primary reason or excuse for people doing or not doing anything.
- I envision a world where money is put in the proper place, behind purpose.
- I envision a world where financial security comes from Soul Purpose.

Financial Purpose

- Financially, our family will no longer be held captive to false beliefs, limiting and confusing beliefs that limit their progress and happiness. Soul Purpose can now be the main focus in their life and of their finances. Investing becomes aligned with Soul Purpose and brings forth more wealth for everyone. This allows my kids to live a better life (and your kids to live a better life), for me to have more freedom and ultimately to live my passion and deepen my abilities and expertise. When fears about money are removed, relationships improve, health improves, we are no longer slaves, our thoughts become free, and we experience true freedom.

- I can focus on what is most important and I work because I want to, never because I have to in order to make money. This creates clarity, and allows for the mission to be the driver. My family feels secure and their thoughts can focus on happiness and creativity when money flows. I can expand my reach, my business, my education, and initially it grabs people's attention so they can hear the real message. It allows me to be a leader in a time of crisis, not a follower. When money is not the primary concern, the other areas of wealth are now more possible to focus on, to build. This creates conditions of peace and growth, and solves the problems that many face.

Financial Strategy

- Keep life simple financially, the business and fixed liquid accounts titled in the businesses name. There are no such things as good investments, just good people with the right philosophies and discipline to that philosophy, so always know who is behind the investment.
- Read about marketing, communication and human behavior and continue in study or mastermind groups to enhance abilities and hone skills.
- Always pay a mentor or be a part of educational programs.
- Work with the proper people. People that want to live their Soul Purpose to impact humanity.
- People that have influence and databases are multipliers that can reach more people in the shortest amount of time.

- A primary investment strategy is to impact the right people and create ways to impact them as much as possible. Always have contracts and agreements before moving forward on any investment. Before investing, always consider the amount of time it will take. Invest in people. Invest in venues and into the things that will bring forth your vision. For me, it was to uplift and enlighten humanity financially. Make sure you have clean accounting books, review weekly reports and income statements, and keep separate accounts to store money for yourself, when you do things others would normally get paid for. Have great resources when it comes to people that are willing to educate you and expand your investing universe.

THE FINANCIAL TO DO LIST

1. Get crystal clear on your financial status. NOW! And always!
2. Get your kids set up and learn how to use savings plans NOW!!!
3. Hire an accountant and create a cash flow plan and a savings plan.
4. Put together a complete financial strategy and comprehensive financial blueprint (start with a Wealth Factory Financial Health Assessment).
5. Save a minimum of 18% of every check from now on.
6. Set up a Wealth Capture Account that you use to separate your spending money from your investing money.
7. DON'T LOSE MONEY

MORE EXCERPTS

Finance was just the first section where I shared my wisdom and insights. I also filled my Statement of Purpose with thoughts about living an intellectual life, health and fitness, personal character, quality of life and parenting. Here are some of those excerpts:

- If you feed your head with powerful thoughts, through study, meditation and connection to your source, great things will inevitably happen.
- Passion is a fuel for intellect, and experience is superior to merely studying.
- Worry is the enemy of intellect.
- Questions are the gateway to intellect; curiosity and being open to asking things gives a deeper understanding.
- Simplicity is organized intelligence.
- Energy flows where attention goes.
- I engage in conversations that create the conditions for growth, brainstorming, and wealth creation.
- Through meditation and journaling on a daily basis, I have clarity that allows me to transform the world financially and unveil each individual's power in the world.
- I create an environment where people bring their best and live to their highest potential of value creation.
- Travel somewhere or host someone at your house at least monthly who is intellectually engaging and stimulating, allowing you to expand your knowledge.

- Always create an intention to any conversation so it can be powerful and memorable (as if it was your only opportunity to talk with someone or that you would be remembered by the conversation).
- Interview people regularly; do interviews to stay sharp and inventive and invite the best to speak at events and stay at your house to further the conversation and build more wealth.
- Best Questions to get to know someone: What is the single greatest lesson you have learned in your life? If you could have a conversation with yourself ten years ago, knowing what you know now, what would you say? What are the most important things in your life and business? What are the things that work in your life and why? What do you read and whom have you studied? Who have been your mentors? What are your daily rituals that lead to success?
- Being healthy and active increases performance and is a way to feel better in all areas of life.
- Health is foundational to success in all areas of life. When health is working it can be a sign that all other areas of life are working and can create more energy and conditions for creativity.
- A healthy body creates space for a healthy mind. Health gives way to abundant thinking and removes the consumption of self-doubt, self-conscious negative thinking, and instead allows for the space to think clearly.
- Exercise is a key expression to investing in oneself and, therefore, expanding the possibilities of energy and expression of Soul Purpose.

- I have no control over my chronological age, but I can exercise a tremendous amount of control over my biological age. I can choose action that will improve my body and cause it to look and feel younger.
- Character is a muscle that must be exercised to be consistent in all existence and reality.
- Character is consistent in an ever-changing external environment and comes from within.
- Values are the guiding beacon for character. Choose principle over people. Character must be consistent, especially in dealing with other people.
- Character is a commitment and can never be less than 100 percent commitment; otherwise, it is merely an interest. Any missing piece in this premise means that someone else's persuasiveness may lead one astray without defined Character and Values.
- Integrity is gained by doing what I say I am going to do, when I am going to do it, or at a minimum honoring my word by communicating and making a request to the party I am working or communicating with to invent a new possibility. The most powerful times to have integrity are when it is difficult or if it stretches you or if you don't feel like handling it.
- Enjoy great restaurants, great places, and experiencing the world in fine hotels and extravagant cities as a way to enjoy the fruits of labor.

- Be a steward over the things you have, therefore, do not have so much that it ties you down. It is not necessary to own everything to experience it. You can rent, borrow, or join with others in some areas and in others that are more important to you buy and maintain the material things.
- Quality of life is enhanced when we go on trips that advance our business as a byproduct because we are spending time with the movers and shakers in the world: the people that are at the top of their game and sharing in the personal experience and personal relationship with them.
- I love working with clients who also become friends. Who appreciate what I do for them and implement to get the best results in their life. These are people that are organizers, connectors and initiators. They love our family and become some of our best friends.
- As a parent, I will teach my children to live in this world believing in humanity. They see the value in serving others, including those who are less fortunate than themselves. They will be children who are brave and take chances on themselves. They believe in their abilities to achieve anything they work towards. They know how to solve problems on their own, and where to turn if they are lost. They understand that God is only going to give them one body, so they take care of it. They understand that they can come to us for guidance and questions. They will play big in life!

Start Your Statement of Purpose Now

We all pick up bits of wisdom and insight over the years. It's not necessary to wait until you form your family trust to begin writing them down. You can start your Statement of Purpose now and write down your thoughts as they come to you. It doesn't have to be perfect. If your descendants expect perfection from you, they expect too much (you can even state that in your Statement of Purpose). But it is very valuable to pass along information to the next generation so that, just like with money, they're not starting life at zero.

Find financial freedom by being your own bank, setting up your family for generations to come, and taking step one by setting up your trust and Cash Flow Insurance today!

We've said it many times, but it's important enough to be said once more: A family trust isn't just about leaving behind money. The Vanderbilt family proved that's not enough. A family trust is also about leaving behind values, traditions and knowledge that will carry on for generations. What you leave behind in your Statement of

Purpose is bound to be read by generations to come, regardless of how much wealth you leave behind.

We don't know what the future will bring. Take advantage of your good health and your family's good health. Take advantage of the favorable laws. Start living your life more fully now, knowing that your future is secure. Find financial freedom by being your own bank, setting up your family for generations to come, and taking step one by setting up your trust and Cash Flow Insurance today!

Now Is The Time To Change Your Family's Destiny:

A CALL TO ACTION

We know that all of this is a lot of information, and may have completely changed the way you think about your finances, now and for the future of your family. But there is a very easy way to get started **RIGHT NOW**.

All you have to do is visit cashflowbanking.com, where you can watch an exclusive, free video lessons with Dale Clarke, Garrett's go-to Cash Flow Insurance specialist. Or, you can even schedule a call to speak with Dale and his team. Dale understands all the different (and sometimes highly technical) uses of life insurance, including how the ultra-wealthy integrate life insurance strategies into their wealth plans to nail down guarantees and free up working capital.

In these lessons, Dale simplifies the complicated aspects of life insurance and give you key insights and takeaways that you can start using today to integrate life insurance into your own wealth architecture. So go ahead and watch the videos and enjoy this value-packed wealth strategy with Dale.

Don't wait. Do what the Rockefellers would do, and get started today!

Appendix

How “Buy Term and Invest the Difference” Really Stacks Up Against Cash Flow Insurance

Imagine that you are buying term life insurance now, and investing the difference back into a qualified plan—into a mutual fund, or wherever else. At some future date, when you retire, you end up with a certain amount of money to live off of—let’s say \$4,000,000.

So, at sixty-five years old, you have \$4,000,000 in your account. You have no more need for term insurance, so you cancel it, figuring that you are now self-insured. You are worth \$4,000,000, and if you pass away, you can transfer that money to your spouse or other beneficiaries. Meanwhile, let’s say the \$4,000,000 you have saved is earning five percent. Because you want to preserve or transfer your wealth to your family or significant other, or simply because you aren’t sure how long you’ll live, you are going to live off of only the interest. At five percent, that interest comes to \$200,000 a year, which, when you take out the taxes you need to pay—\$43,247—nets you \$156,753 a year. That is your retirement income. And where does a retiree go and get 5% in today’s interest rate environment?

We are being very generous in this 5% calculation. (*See Example 1 on the following page 149.*)

| DISTRIBUTION / Example 1 | |
|---|---|
| Earnings Rate: 5% – EOY Withdrawal: (\$200,000) | |
| Account Value: \$4,000,000 Earnings Rate: 5.00% EOY Withdrawal: (\$200,000) Withdrawal Increase: 0.00% | Illustration Period: 25 State Income Tax: 0.00% 2014 Married Fed. Tax Table |
| Tax on Earnings | Tax Credit for Losses |

| Year | Beg. of Year Acct. Value | Earnings Rate | Interest Earnings | Gross Withdrawal | Tax Payment | Next Spendable |
|--------------|-----------------------------|------------------|----------------------|---------------------|--------------------|-------------------|
| 1 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 2 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 3 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 4 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 5 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 6 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 7 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 8 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 9 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 10 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 11 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 12 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 13 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 14 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 15 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 16 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 17 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 18 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 19 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 20 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 21 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 22 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 23 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 24 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| 25 | 4,000,000 | 5.00% | 200,000 | (200,000) | (43,247) | 156,753 |
| Total | 4,000,000 | 5.00% | 5,000,000 | 5,000,000 | (1,081,168) | 3,918,832 |

| DISTRIBUTION / Example 2 | |
|---|---|
| Earnings Rate: 3% – EOY Withdrawal: (\$120,000) | |
| Account Value: \$4,000,000 Earnings Rate: 3.00% EOY Withdrawal: (\$120,000) Withdrawal Increase: 0.00% | Illustration Period: 25 State Income Tax: 0.00% 2014 Married Fed. Tax Table |
| Tax on Earnings | Tax Credit for Losses |

| Year | Beg. of Year Acct. Value | Earnings Rate | Interest Earnings | Gross Withdrawal | Tax Payment | Next Spendable |
|--------------|-----------------------------|------------------|----------------------|---------------------|----------------|-------------------|
| 1 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 2 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 3 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 4 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 5 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 6 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 7 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 8 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 9 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 10 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 11 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 12 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 13 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 14 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 15 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 16 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 17 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 18 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 19 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 20 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 21 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 22 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 23 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 24 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| 25 | 4,000,000 | 3.00% | 120,000 | (120,000) | (21,712) | 98,288 |
| Total | 4,000,000 | 3.00% | 3,000,000 | 3,000,000 | (542,806) | 2,457,194 |

However, when you don't have any life insurance in your retirement, your assets become your life insurance. Interest only leaves people susceptible to a scarcity mindset, as the number one fear of retirees is running out of money, so you are taught to never touch that \$4,000,000 or be at risk. Ultimately, that \$4,000,000 ends up going to your beneficiaries, and you never touched any of it.

Moreover, there's a problem with this scenario: interest rates have been extraordinarily low and investments that are volatile are even worse. So where do you put your money to safely get that 3%? Remember, Suze and Dave say Whole Life insurance is bad. Where do they recommend you get that return? We certainly don't know of any easy place to do that outside of the insurance policy dividends.

So let's be slightly more realistic: let's say you buy term and invest the difference, and that leaves you earning 3%. After tax, that puts your yearly income at \$98,288. So you are worth four million dollars, and you're only spending \$98,288. Does that seem right to you? See illustration below for this breakdown. (*See Example 2 on the opposite page 150.*)

And the truth is, that was the plan anyway the entire time. Remember the four rules of a financial institution? The investment plan sold to you your entire life—"Wouldn't it be great, Mr. Client, to have amassed a large enough sum of money to live interest-only from our savings?"—how good is that looking now?

Now, let's look at a different scenario: using Whole Life insurance, and investing the difference by utilizing the cash value with your Cash Flow Insurance strategy. And let's use the same number—\$4,000,000. Now, you are sixty-five years old, and you have \$4,000,000 in assets—AND, with your Whole Life insurance policy, you ALSO have \$4,000,000 in a guaranteed death benefit. There is a way to have both. With savings on tax, term insurance, long-term care insurance, earning interest rather than paying it by treating your policy as a bank and the strategies we unveil throughout the book.

If you have both, what does this mean for you? It means that you now have a permission slip to spend your \$4,000,000 in assets—because you have a GUARANTEED \$4,000,000 going to your beneficiaries in the form of a death benefit, no matter what. You are no longer held captive to living off interest alone. Whatever you spend when you are alive, when you die, your death benefit will come in and replace that money for your heirs. So now,

instead of just spending the interest, you get to spend the interest AND the principal in the later years of your life. You have life insurance that acts as asset insurance, and now all your other assets are free to spend. And what if you live past the twenty years? You now have a large death benefit you can use to create more income, as we discussed in detail in Chapters Nine and Ten. Let's look at this closer and do the math.

With a three percent interest rate, and paying down your principal to zero over twenty years, you will be able to spend \$247,151 in the first year. That's over fifty percent above the \$97,940 in the last scenario! (*See Example 3 on the following page 153.*)

Let's take it even further: let's put scenario one back at 5%, and leave scenario two at 3% interest. In scenario one, that's \$156,753 a year. Scenario two, with Whole Life insurance, still gives you a whole lot more! So let's take scenario two down to 2%: you still get \$232,915. Okay, how about 1%: \$216,569. (*See Example 4 on page 154.*)

With Whole Life insurance, you can only be earning one percent, and you are still much farther ahead on cash flow than with "buy term and invest the difference"—and that's only if you found a safe investment earning five percent! Now, you may be in a position where your cash flow isn't strong enough to allocate any extra money to permanent life insurance at present. If that's the case, there are term insurance policies available that can be converted into a Whole Life policy in the future. So if you have to buy term insurance, don't just go for the cheapest option; make sure your policy has convertibility built in. And with a company that you would want your banking policy with when you convert it.

| DISTRIBUTION / Example 3 | |
|---|---|
| Earnings Rate: 3% – EOY Withdrawal: (\$268,863) | |
| Account Value: \$4,000,000 Earnings Rate: 3.00% EOY Withdrawal: (\$268,863) Withdrawal Increase: 0.00% | Illustration Period: 20 State Income Tax: 0.00% 2014 Married Fed. Tax Table |
| Tax on Earnings | Tax Credit for Losses |

| Year | Beg. of Year Acct. Value | Earnings Rate | Interest Earnings | Gross Withdrawal | Tax Payment | Next Spendable |
|--------------|-----------------------------|------------------|----------------------|---------------------|------------------|-------------------|
| 1 | 4,000,000 | 3.00% | 120,000 | (268,863) | (21,712) | 247,151 |
| 2 | 3,851,137 | 3.00% | 115,534 | (268,863) | (20,596) | 248,267 |
| 3 | 3,697,808 | 3.00% | 110,934 | (268,863) | (19,446) | 249,417 |
| 4 | 3,539,880 | 3.00% | 106,196 | (268,863) | (18,261) | 250,601 |
| 5 | 3,377,213 | 3.00% | 101,316 | (268,863) | (17,041) | 251,821 |
| 6 | 3,209,667 | 3.00% | 96,290 | (268,863) | (15,785) | 253,078 |
| 7 | 3,037,094 | 3.00% | 91,113 | (268,863) | (14,490) | 254,372 |
| 8 | 2,859,344 | 3.00% | 85,780 | (268,863) | (13,157) | 255,705 |
| 9 | 2,672,262 | 3.00% | 80,288 | (268,863) | (11,784) | 257,079 |
| 10 | 2,487,687 | 3.00% | 74,631 | (268,863) | (10,370) | 258,493 |
| 11 | 2,293,454 | 3.00% | 68,804 | (268,863) | (9,413) | 259,450 |
| 12 | 2,093,395 | 3.00% | 62,802 | (268,863) | (8,513) | 260,350 |
| 13 | 1,887,344 | 3.00% | 56,620 | (268,863) | (7,585) | 261,277 |
| 14 | 1,675,092 | 3.00% | 50,253 | (268,863) | (6,630) | 262,233 |
| 15 | 1,456,481 | 3.00% | 43,694 | (268,863) | (5,647) | 263,216 |
| 16 | 1,231,313 | 3.00% | 36,939 | (268,863) | (4,633) | 264,230 |
| 17 | 999,390 | 3.00% | 29,982 | (268,863) | (3,590) | 265,273 |
| 18 | 760,508 | 3.00% | 22,815 | (268,863) | (2,515) | 266,348 |
| 19 | 514,461 | 3.00% | 15,434 | (268,863) | (1,543) | 267,319 |
| 20 | 261,032 | 3.00% | 7,831 | (268,863) | (783) | 268,080 |
| Total | -0- | 3.00% | 5,377,257 | 5,377,257 | (213,495) | 5,163,762 |

| DISTRIBUTION / Example 4 | |
|---|---|
| Earnings Rate: 1% – EOY Withdrawal: (\$221,661) | |
| Account Value: \$4,000,000 Earnings Rate: 1.00% EOY Withdrawal: (\$221,261) Withdrawal Increase: 0.00% | Illustration Period: 20 State Income Tax: 0.00% 2014 Married Fed. Tax Table |
| Tax on Earnings | Tax Credit for Losses |

| Year | Beg. of Year Acct. Value | Earnings Rate | Interest Earnings | Gross Withdrawal | Tax Payment | Next Spensible |
|--------------|-----------------------------|------------------|----------------------|---------------------|-----------------|-------------------|
| 1 | 4,000,000 | 1.00% | 40,000 | (221,661) | (5,092) | 216,569 |
| 2 | 3,818,339 | 1.00% | 38,183 | (221,661) | (4,820) | 216,841 |
| 3 | 3,364,861 | 1.00% | 36,349 | ((221,661) | (4,545) | 217,117 |
| 4 | 3,449,548 | 1.00% | 34,495 | (221,661) | (4,267) | 217,395 |
| 5 | 3,262,282 | 1.00% | 32,624 | (221,661) | (3,986) | 217,675 |
| 6 | 3,073,345 | 1.00% | 30,733 | (221,661) | (3,702) | 217,959 |
| 7 | 2,882,417 | 1.00% | 28,824 | (221,661) | (3,416) | 218,245 |
| 8 | 2,689,580 | 1.00% | 26,896 | (221,661) | (3,127) | 218,535 |
| 9 | 2,494,815 | 1.00% | 24,498 | (221,661) | (2,835) | 218,827 |
| 10 | 2,298,102 | 1.00% | 22,981 | (221,661) | (2,540) | 219,122 |
| 11 | 2,099,421 | 1.00% | 20,994 | (221,661) | (2,241) | 219,420 |
| 12 | 1,898,754 | 1.00% | 18,988 | (221,661) | (1,940) | 219,721 |
| 13 | 1,696,081 | 1.00% | 16,961 | (221,661) | (1,696) | 219,965 |
| 14 | 1,491,380 | 1.00% | 14,914 | (221,661) | (1,491) | 220,170 |
| 15 | 1,284,633 | 1.00% | 12,849 | (221,661) | (1,285) | 220,377 |
| 16 | 1,075,818 | 1.00% | 10,758 | ((221,661) | (1,076) | 220,585 |
| 17 | 864,915 | 1.00% | 8,649 | (221,661) | (865) | 2220,796 |
| 18 | 651,902 | 1.00% | 6,519 | (221,661) | (652) | 221,009 |
| 19 | 436,760 | 1.00% | 4,368 | (221,661) | (437) | 221,224 |
| 20 | 219,467 | 1.00% | 2,195 | (221,661) | (219) | 221,442 |
| Total | -0- | 1.00% | 433,225 | 4,433,225 | (50,232) | 4,382,994 |

BONUS

Budgeting Sucks: Live Free, Retire Wealthy

BONUS: Extended Chapter From Budgeting Sucks

I was able to talk Garrett into adding this to our book.

This is a special treat for all of you, to be able to preview and experience the combined power of Garrett and Dale Clarke, on the topic of cash flow in our lives.

Garrett and I met Dale back in 2005. Dale has since proven himself as a leading expert in the area of cash flow. It's no wonder Garrett works so closely with him today.

The information following is utilized in a unique system Garrett and Dale call Cash Flow Banking which is similar to the 20/20 Personal Banking System I created.

Enjoy,

Michael Isom

Budgeting Sucks. It's a provocative title, isn't it?

And it raises a lot of questions, too. For example, if budgeting sucks, what's the alternative?

We're going to show you, in detail, what we consider a much better alternative. We call it Value Based Spending.

We believe it's better because it allows you to live wealthy now without cutting back. Value Based Spending is just one piece of a four-part system we'll be giving you in the book.

The entire system we share with you also helps you expand your means and grow your wealth consistently for the long term.

So not only do you get to live wealthy now, you also get to live even wealthier later.

Before we get into all the details, though, we need to understand how value, wealth and budgeting are all interrelated.

First, consider this:

Exchange creates wealth.

Budgeting kills exchange.

Here's what we mean by exchange.

Let's say you have an apple in your lunch box. You just ate and aren't hungry anymore.

Your friend is hungry and offers you a dollar for the apple. So you give her the apple and she gives you a dollar.

That's an exchange.

Value was created in both directions. Did you see it?

If the apple only cost you 50 cents, you just made 50 cents on the exchange. Your friend got to eat something and was happy to trade her dollar for the apple.

You *received* value through “profit.” You *created* value by providing food to someone who wanted it.

This simple idea of “exchange” is the basis of all commerce. It’s also how wealth is created. Exchanging goods and services creates wealth for individuals, for businesses and even for countries.

And the more often you can make an exchange, the faster you can create wealth. In economics this is called *money velocity*. The Federal Reserve defines it like this:

Money Velocity can be thought of as ... the number of times one dollar is used to purchase final goods and services included in GDP.

So what does this have to do with you? And what does it have to do with Cash Flow Insurance? You can build your Cash Flow Insurance by budgeting, but there are much better ways.

Most financial advice focuses on budgeting, and budgeting sucks. A “budgeting mindset” asks you cut back on the number of exchanges you make in the name of saving money.

Less exchange means you create less value. And less value creation kills your ability to create wealth.

Let’s look at the principle again:

Exchange creates wealth.

Budgeting kills exchange.

If we take this to its logical conclusion:

Therefore budgeting kills wealth creation.

Now you may be able to think of exceptions to this rule, and you're right.

Some forms of budgeting may produce beneficial short term results. And some "exchanges" can hurt you and your ability to create wealth.

Let's focus on the rules first, and then we can come back and look at those exceptions later.

One of the main rules we want to understand first is this:

Budgeting creates a scarcity mindset.

This is the "big problem" Robert Kiyosaki's Poor Dad faced in the original *Rich Dad, Poor Dad* book.

And this problem didn't just prevent Poor Dad from growing wealthy, it also produced many other negative side effects throughout his life and in his relationships.

What does scarcity look like in action?

Let's take another look at our simple illustration above about the apple.

Imagine how strict budgeting and a scarcity mindset might change the entire scenario.

First of all, when your friend asks to buy your apple, you might worry that you couldn't get another apple if you sold yours. So you might selfishly hoard it, even though you aren't hungry and don't plan to eat it right then.

Or, if your friend is on a strict budget, she might worry that she only has 50 cents left in her apple envelope. And even though she has another 50 cents, it's in a different envelope, marked for a different use. So she might choose to go hungry instead of exceeding her self-imposed budget.

But that's just the beginning. Think of how both of you feel in those situations.

You don't want to share what you have and become defensive. Your friend is jealous that you have something she "can't afford" (even though she has the money). You both produce negative thoughts all because of the scarcity mindset budgeting creates.

So in this single example, budgeting could easily produce feelings of stinginess, envy, distrust and jealousy.

No wonder so many people get stressed out about money.

On the flip side, the Value Based Spending approach we propose always creates positive thoughts and cultivates an abundance mindset.

Value Based Spending promotes generosity, gratitude and trust.

But rest assured, this is not just about mindset. It's about results.

And as you read on, we'll give you all of the nuts-and-bolts processes and procedures, along with the underlying philosophy, so you can easily adapt it to your own life.

The best way to start is to go back to our original premise:

Exchange creates wealth.

The way to create more exchange is to create more value.

And just like creating more exchange (money velocity) increases a country's GDP, increasing your own personal money velocity increases your wealth.

In short:

Create value and dollars will follow.

This is the opposite of budgeting.

Budgeting is about constraint and it crowds out abundance and velocity.

Budgeting Sucks—which is why most people struggle with it.

Velocity is the key to our economy growing, both personally and globally. You can use Cash Flow Insurance as a growth engine for personal velocity.

The more we exchange goods, services and experiences, the more the output goes up, the greater the velocity and the more powerful the creation of wealth. The more we want GDP growth in any nation, the more money has to circulate, the more exchange has to occur and the more money changes hands. Value facilitates the exchange.

If someone spends a dollar, that doesn't mean it's the end of a dollar's life. The dollar ends up in someone else's hands in exchange for goods or services. People in turn have use of the dollar. The more the dollar changes hands to exchange value, the more output any nation has. Exchange keeps cash flowing and creates economic velocity through value.

Personal velocity is about building wealth and finding cash flow by creating value and being efficient with money. It upends the conventional limitations of saving and focuses on living in the moment while building for the future, and on profiting from your life rather than putting your life off into the future. It's about the power and abundance of money, and not the fear of losing. So no more sacrificing, delaying, or deferring: this is about more, now and in the future.

No one has ever budgeted his or her way to wealth.

No one has ever changed the destiny of his or her family's legacy by budgeting (unless they wanted that destiny to involve scarcity). People who think in terms of value-building have taught their families what it

means to be an investor, or how to be entrepreneurial and the ways to reach more people with the value they create in exchange for money.

Budgeting rarely takes into account efficiency and growth or investing in yourself. It doesn't take into account velocity, which is how your money can skyrocket. We want to make sure that you have as much fuel as possible for your rocket, so that you have enough energy in case of setbacks, new discoveries and opportunities. We want your rocket to touch down everywhere your desire it, so that your money is always landing where it should.

Here we'll give you some of the highlights you'll find in the book *Budgeting Sucks*:

- **The 5 Cs of Cash Flow Banking**
- **The Wealth Capture Account**
- **The Living Wealthy account**
- **Value-Based Spending**

In *Budgeting Sucks*, we don't want people to cut back as their primary method of saving for the future. This can decrease value and eliminate exchange. We want people to ***increase their personal velocity*** without having to add more money or sacrifice. We find money for people and we teach them how to give their money velocity.

The old financial mindset for building wealth went like this:

Money × Rate × Time

That is, if you want more wealth you need to put in more money, take more risk (in hopes of higher returns), or just wait longer before you benefit.

An extended time period is to lend time for compound interest to work, and if you waited a few decades you'd then accumulate wealth (as long as you didn't spend what you'd put away).

Here's the thing, though: Money, risk and time don't guarantee higher output. These are all more inputs, and therefore they don't increase velocity.

Meet Your Guides into the World of Value Based Spending and Velocity

We, Garrett Gunderson and Dale Clarke, are financial detectives. We find out where you're overpaying on taxes and interest, and where your credit scores are cheating you. We find out where you can pay less on insurance without sacrificing coverage, and we detect hidden fees and commissions. We ignite your money so that it gathers velocity (Dale, who was a rocket scientist in an earlier career, knows all about this).

We are specialists in creating velocity for your money, adding more output without increasing input. We are increasing velocity so that you keep more of what you make. We discover improper loan structures that cause drag, slowing down your financial velocity—or money that is leaking that we can turn into more cash flow for you.

Ours is a velocity-driven philosophy (think again of rocket science). Budgeting and accumulation, on the other hand, are philosophies of misguided hope, that one day, someday it will all work out and you'll somehow be rich (after you scrimp and deny yourself the pleasure of life).

We want to add more to your bottom line immediately. We look at you, the individual, as the greatest asset. We emphasize and unlock

the abundance mindset, where you learn to enjoy life now and have plenty in the future.

All that comes from the incredibly powerful concept of exchange, of velocity.

Budgeting Sucks isn't a book where two authors are talking about an abstract philosophy. This is us talking about a way of life that we've witnessed over and over again, and that we've personally experienced. We came from families that espoused a certain financial philosophy, but we changed that—and with these principles we can support others in changing the destinies of their families.

Dale is the efficiency expert. He was a rocket scientist who became a specialist in the velocity of money. He's now a sort of Human ATM: He's constantly finding money for people.

Garrett's expertise is showing people a different way of being, a different mindset that allows them to be more productive. Garrett shows people they can have the permission to succeed. To unveil and teach the principles behind sustainable and lifelong wealth.

In *Budgeting Sucks*, you will find specific ways where you can release the shackles of budgeting but still save a lot more money than you spend. We will give you detailed steps you can implement and put on the ground. You will be able to find money without sacrifice.

Introducing Cash Flow Banking

Budgeting sucks. That's why nobody does it (or at least no one who loves living free). There are plenty of false starts or temporary improvements with budgeting, but sustainable wealth remains just out of reach. Budgeting not only invites scarcity, it fails to classify and differenti-

ate expenses. There are four types of expenses and only one that we recommend you eliminate. Budgeting treats all expenses equally and can limit Rainmaking, War Chest and Lifestyle expenses that rob you of wealth (more on what these expenses are to come).

People can be intimidated and fearful of their finances because of the emotion behind the word “budget.” It’s almost as if, at least subconsciously, they know that budget means bad news. Budgeting means OK, we can’t take that trip to Disneyland with the family. Budgeting means I can’t do date night. Budgeting means I have to fire my fitness trainer who’s getting me great results because he’s too expensive. Budgeting means elimination. It’s painful for many people to budget because in their minds it means that they have to sit down and make really tough decisions about what they have to cut out of their lives. It’s an intimidating word. It can lead to frustration. It requires time and mental energy that can be spent doing more productive things.

So what is the alternative? Spending without knowing? Guessing? Hoping it will all work out? Fortunately there is a better way. Where you can enjoy today and prepare for tomorrow. Where you can avoid going into debt or just spending any dollar that comes in, but still leave room for living wealthy and enjoying life along the way. It is called Cash Flow Banking.

Cash Flow Banking takes into consideration living within your means—but without limiting productivity through thinking in terms of confining and shrinking. You no longer focus on the fear of spending too much. Instead, you pay attention to creating more value and increasing productivity. Rarely do people who hold to strict budgets think about ways to increase the size of their budgets. They think about control rather than freedom.

Cash Flow Banking is about understanding the flow of your money, making sure that you are making more than you spend, but setting up a system to enjoy life and capture wealth along the way. The Wealth Capture Account and the living wealth accounts are instrumental in implementing a Cash Flow Banking System.

With the living wealthy account, we take into consideration enjoying life and having fun. We appreciate freedom first and foremost, which requires knowing what is happening with our money.

Part of the reason that people leak or lose money is because of a lack of management. Another reason is a lack of emphasis or focus on efficiency.

What does a budget have to do with efficiency? A budget is claustrophobic, especially if you are a spender or a money-avoider. Wouldn't it be nice to just keep more of what you make? To take back and reclaim your money that is lost to fees, insurances, or taxes?

We're taught to paint ourselves—our lives, our abilities and our potential—into little boxes that are defined by our current level of income. And there we stay. Rarely do we consider that we control the size of our income “box.”

But we don't have to be slaves to price, to “we can't afford it” thinking. Instead we will introduce a concept called Value Based Spending, where we can choose to afford anything we want to afford, if we can just tap into our creativity and maximize our productivity.

It's also tied to worth.

The 3 Measures of Worth

Let's unveil Value Based Spending: the opposite of budgeting.

For every purchase, there are three measures of worth: price, cost and value.

Price is the dollar amount that you pay. A Rolex watch may cost \$7,500. Some people might find that too expensive, others might not. The price alone can't determine what something is worth. You need more information.

Cost is how a purchase affects you economically. Let's say that you take a first-class flight to Hawaii, stay at a five-star resort and dine at the finest restaurants—the price may be close to \$10,000.

But what's the cost? What's the economic impact? The economic impact may be what you would have saved in interest had you paid down a loan. It's a matter of perspective, and awareness of your cash flow.

Again, it's impossible to tell. Price and cost are both important factors, but you'll never know if a purchase is worth it unless you consider its value.

Value Is Different for Every Person

In economics there's a concept called the Subjective Theory of Value. It says, in essence, that value derives from the importance an individual places on a good or service. And since importance varies from individual to individual, value is completely subjective.

If you value a Rolex watch more than you value \$7,500, then anyone who tells you it's a waste of money is simply wrong.

If you couldn't care less about luxury brands, you probably don't buy them. They're a waste of your money.

But luxury brands exist because some people value the exclusivity of luxury. The watches or purses aren't made better to the tune of the thousands of dollars they cost. People simply value the brand higher.

Some people who find that ridiculous will nevertheless pay a premium price for courtside basketball tickets because that's what they

themselves value. Others don't care if they're courtside, in the nose-bleeds or even if they're there at the game at all.

The only measure worth considering is if the value you place on a purchase is greater than the cost.

So to decide what value a purchase has to you, go beyond the numbers and ask yourself questions:

- How does this benefit me now and in the future?
- How does it make me feel? Does it give me a sense of satisfaction, peace of mind, and enjoyment?
- Does it give me a sense of confidence?
- Do I want this more than other purchases I could make instead?
- Considering that I'm my greatest asset, does this add to my energy and overall well-being?
- Is this a reward for meeting a milestone or doing something great?

If these questions help you determine that the value is worth the price and cost of the purchase, then it's perfectly fine to live wealthy today and buy what you value. Especially if it gives you peace of mind and abundant thoughts, and you have been creating a Living Wealthy account, as well as increasing your cash flow.

Don't let anyone tell you something is a waste of money. If it adds value to your life, and contributes to your clarity, peace of mind and thinking abundantly, then it's worth it to you.

Old Way of Thinking—Saving and Scrimping to Wealth

- Invest early and automate your deposits to investments.
- Starting early is the key to having compound interest work in your favor.

- Focus on what you can cut out or cut back on.
- The main system for building future wealth is a budget followed by a retirement plan.

New Way of Thinking—Value-Based Spending and Capturing Wealth

- Pay yourself first.
- Sweep money to a Wealth Capture Account, a certain percentage of your income.
- 15% or more is a great percentage of money to save for the future.
- Automate savings, be intentional with investing once you have saved up a good sum of money.
- Turn your Wealth Capture Account into a Cash Flow Banking System.

The Five Cs to Cash-Flow Banking

You can think of Cash Flow Banking as a paradigm shift from scarcity to abundance. It's the opposite of other personal finance systems, like budgeting, which promise you can shrink your way to wealth. Instead, it's about growing wealth through increased cash flow and mindful, not manic, personal finance strategies.

Cash Flow Banking is a personal finance system for entrepreneurs that can be summed up in 5 Cs:

#1 C: Classify Expenses

We're taught to believe that expenses are bad, but that's just not true. There are four types of expenses, and only one of them needs to be cut out.

Here's how to manage the four types of expenses:

Manage lifestyle expenses such as dining out, European vacations and concert tickets, which are some of Garrett's favorite ways to spend money with his wife. You can spend money on things you value guilt-free if you make sure not to spend more than you earn or go into debt. Then use the three measures of worth—price, cost, value—and the Cost of Money to help you determine if a purchase is worth it.

Mitigate war-chest expenses by building up savings in cash-efficient ways that promote safety, tax savings and liquidity. Stay away from mutual funds that have more than a dozen fees, including a marketing fee, and can eat up half your gains over time.

Enhance productive expenses, like investments in your business, because by definition this always leads to more wealth.

Finally, **eliminate destructive expenses**. What's a destructive expense? It's destructive if it leads you into debt. It's destructive if it goes unused, like a gym membership to a gym you don't go to, or a credit card with high interest and high payments that has no asset producing cash flow attached to it. All in all, it's destructive if it takes value away from your life instead of adding to it.

#2 C: Concentrate On Cash Flow

If you've ever consulted with a retirement planner, aka a financial adviser, then you've probably been told to max out your 401(k) or IRA. Retirement planners say that after thirty years of compounding interest, you'll have a mountain of money.

There are many problems with this theory, as retirees found out when their 401(k)s lost half their value during the Great Recession. But here's maybe the biggest problem: it's a thirty-year bet that the stock market will perform like it did in the twentieth century, even though it hasn't performed like that during the first fifteen years of the twenty-first century.

(Fifteen years after the Dow's record high in the year 2000, the Dow was up only 8.4% adjusting for inflation. According to retirement planners, that's a good one-year gain, not a fifteen-year gain.)

With a thirty-year bet, you only get one chance. There's no time to correct course. That's one reason why Cash Flow Banking concentrates on cash flow instead of accumulation.

When you concentrate on cash flow, any time the cash flow shrinks, you immediately know that there's a problem and you can course correct. You can take immediate action to fix the problem.

Conversely, if your 401(k) or IRA went down in value, your retirement planner would tell you it's fine because you're in it for the long haul. You'll find out in thirty years if they're right.

Plus, when you concentrate on cash flow, you can recover money that you're losing today by making sure that you're not overpaying on taxes, overpaying on interest, paying for overlapping insurance, losing money because you have the wrong business structure, and more.

Focusing on cash flow creates a focus on efficiency so that you can live wealthy today—with more freedom and more opportunity.

#3 C: Create & Capture Wealth

The key to creating and capturing wealth is to make it automatic. You can do this by utilizing an Automatic Wealth Ladder. In short, set

up an automatic transfer to sweep a percentage of your income into a Wealth Capture Account every payday—before you get a chance to spend it. This way you'll grow wealthier every month, even if you drain your spending account to the bottom each and every month.

This is even more important when times are tight, because it forces you to be resourceful, and your wealth still continues to grow.

And the beauty in automatically transferring a percentage of your income, rather than a set amount, is that as your income grows, so does the amount that goes into your Wealth Capture Account. You grow wealth faster and faster as time goes on.

The Wealth Capture Account is just the first step of the Wealth Ladder. Next is your Living Wealthy Account, followed by your Wealth Creation Account, where you earn a safe and reliable 4%–5% return. It's guaranteed never to go down, and can be used to accelerate your business growth (more on this soon).

#4 C: Course Correct

Budgeters are constantly fretting over their finances. But with Cash Flow Banking and this fourth C, you only need to evaluate your finances once a month. The main question: Is your wealth growing fast enough or is a course-correction necessary?

Every month, hold a Wealth Summit with an accountability partner to go over your financial foundation, your loans and your spending to make sure it's adding value to your life and is not destructive, and that your Wealth Capture Account is growing.

To make sure that you're not leaking cash, meet with a CPA or cash flow specialist if necessary. And look to see if there are any investments you can make to produce more in your business.

#5 C: Compound Your Value

When you follow the first four Cs of Cash Flow Banking, you can feel confident that your finances are taken care of, and you'll have the freedom to grow personally and in your business.

You can invest in your personal education and expand your authority as an entrepreneur, which increases your ability to create value and earn more money. To live within your means is great advice, but with the fifth C, it is always about expanding your means.

Cash Flow Banking has multiple dimensions: tax advantages, liquidity, safety and security, estate protection, legacy planning, recovering the cost of term insurance, and on and on.

Where to Begin

Cash Flow Banking begins with looking at our expenses over a 30-day period, then categorizing those expenses as Destructive, Lifestyle, War Chest or Rainmaking. We then eliminate all Destructive expenses, manage our Lifestyle expenses (living within our means), address War Chest expenses, and increase the right Rainmaking expenses.

Cash Flow Banking, coupled with a Value-Based Spending mindset, helps people understand how to be more accountable with their money. It concentrates on these three key areas:

- **Being aware of where your money is going.** You act with every dollar you spend. It's important that you know where that money is flowing.
- **Personal accountability and being responsible for the decisions you make.** This includes proper support

from a bookkeeper, as well as your spouse or a business/accountability partner. It's important that you have someone else in your life who can hold you accountable to tracking your results, especially if numbers intimidate or bore you or you find them too complex.

- **Communication.** Keep the channels open with your family, your partner and your financial team.

An essential element of Cash Flow Banking is having a well-funded savings account to create liquidity in your life. We recommend that you build liquidity and stability by regularly depositing money into three different types of savings accounts. It's not enough to focus only on having your basic living expenses paid out of a personal checking account. Cash Flow Banking includes short term, mid-term and long-term types of savings accounts.

When we talk about short-term savings, we're talking about building a peace-of-mind fund. We want people to have at least a six- to nine-month supply of cash in a bank account in the event of a cash-flow crunch, health or family issue, or unexpected financial surprise.

- **A mid-term savings account** is a living wealthy account or guilt-free spending or "fun" account. The purpose of this account is to deliberately allocate money that can be used to enhance enjoyment in life.
- **A Wealth Capture Account** is for automated and long-term savings. We prefer that people set this account up at a brokerage house, with a company like TD Ameritrade, or where they currently bank, which gives them quick access to the money. Having the money available

quickly is critical to fund easily the right opportunities or investments. This is different from a retirement savings. This is accessible money. It cannot be locked away for years or with hefty penalties as you will be accessing and allocating this money over time. We prefer deliberately using this account to allocate money and resources effectively to create an income stream for life.

- **Wealth creation system.** We'll address this shortly.

With Cash Flow Banking, it's extremely important to build the foundations of your financial house in the right order. Until people have designed and funded this pyramid of priority they should not invest their money in riskier places, such as the stock market.

With Cash Flow Banking, we are in no way asking you to sacrifice your lifestyle unless you are headed for bankruptcy or in dangerous waters with a lack of liquidity. Our objective is to find you money. It's not about waiting until thirty years from now to enjoy the money. It's not merely budgeting, but taking into consideration enjoyment. That eliminates the biggest pain for most.

We've found that the average amount of "unclaimed" or unaccounted-for money for a business owner doing \$250,000 to \$500,000 in revenue (not income) was \$2,484 a month. What would you do with an extra couple of thousand of dollars a month that's rightfully yours?

No one cares more about your money than you do. Are you showing care for your money? Are you in the driver's seat? Are you reactive or proactive?

A few years ago, we worked with someone worth hundreds of millions of dollars. This individual lived as frugally as anyone we've ever seen. After several sessions working with this individual, we helped

create a \$15,000 a month monthly allocation to the living wealthy account. At first, his response was, “I’ll never be able to spend that much money.” During our first month together, at our suggestion he got a personal shopper at Nordstrom—to upgrade his wardrobe. The next month it was an audio system all through the house. One of the members of our financial team created \$100,000 a month in additional revenue through a tweak on how inventory was purchased. In reality, the \$15,000 a month was nothing compared to this new cash flow. For you it may be about a few zeros dropped off the end, but it is about the concept, the space for this to occur, and creating the habit.

The by-product of the Living Wealthy Account was a huge difference in his quality of life and his lifestyle. He could focus on Value-Based Spending and add more enjoyment in life immediately.

It is amazing to see someone excited about small things that make life more enjoyable. By being frugal before, he was denying himself the joy that comes from wealth and wealth creation.

It was more than an account. It was a taste of freedom. Extracting the richness of life for a relatively modest sum. For some people, a Living Wealthy account might consist of \$1,500. For other people it might be \$150. The thing is, this is your money to reward yourself with, without guilt.

With Cash Flow Banking you have a system to track finances and allocate money in order to spend on the things you enjoy the most. It’s not about elimination, but conscious spending.

Lose the guilt. Sweep a percentage of income to enjoy yourself, and also create habits for more in the future.

Finding lost money, adding spendable cash. Two hallmarks of Cash Flow Banking. We’re helping people to live better, love life, and live their wealth.

People who create a new spending plans sleep better at night. Get past mere survival.

Budgeting Sucks. Don't do it. It is time to thrive.

Old Way of Thinking: Constrictive Spending

- It's all about the price and what you can save.
- Every dollar has to be accounted for and put in its proper place in the budget.
- Always see what you can do without and lower enjoyment now, in the name of a better future.
- The best way to profitability is to keep expenses low, do more yourself, and utilize the talents and abilities of others less.
- Set up envelopes, virtual buckets, or actual jars to allocate your money to every category of your life, cutting out entertainment and lifestyle expenses first.

New Way of Thinking: Value-Based Spending

- Set up your Wealth Accounts as an elegant way to pay yourself first by sweeping a percentage of money to these accounts: Wealth Capture and Living Wealthy accounts.
- Know the flow of your money and track it if you are making more than you spend.
- Check your finances at least monthly through accountability, communicating with a bookkeeper, your business partner, or a spouse.

- Focus on efficiency first, build your foundation and utilize your money to invest in yourself and grow your cash flow.

A Tale of Two Misers: Garrett & Dale

Garrett: I used to think I was a miser until I met Dale.

Dale: You *were* a miser.

Garrett: But not like you. Didn't you save up spare change to splurge on your kids' birthday presents?

Dale: I bought them Christmas gifts at Goodwill.

Garrett: Same thing.

Dale: No, but the thought was there.

Garrett: You never spent more than \$5.

Dale: At least they had gifts. You made your wife's parents buy her work clothes.

Garrett: They offered.

Dale: Same thing. She was working and you were working and you couldn't bear to spend on anything.

Garrett: Neither could you. I'm surprised your wife stayed with you.

Dale: I ask the same about you.

Garrett: Didn't you used to live on peanut butter and Miracle Whip sandwiches?

Dale: That was then.

Garrett: We only met because we offered you free food.

Dale: You'll never let me live that one down.

Garrett: But it's true. We had this event—

Dale: I know, I was there.

Garrett: —and I promised good food. Not those cheap tubs of mayo you ate.

Dale: I had the budget mindset. And it was Miracle Whip. There's a difference.

Garrett: I was actually up for free food, too. Anytime I heard an event had free food, it didn't matter if I was hungry or not —

Dale: — if they offered free food, you were there.

Garrett: Exactly. I thought we had to take advantage of something free.

Dale: It's the price cost value equation. What's the cost —

Garrett: —and how do we feel about ourselves.

Dale: Not great at the time.

Garrett: My economics professor used to say there was no such thing as a free lunch.

Dale: He was right.

Garrett: Fortunately for you there was enough value at the event —

Dale: You talked about creating wealth and forgetting financial advice—

Garrett: Exactly. There was enough value for the food—and your time —

Dale: The food was good —

Garrett: That you learned something.

Dale: I learned a lot. It changed my life.

Garrett: In fact, in 362 days you created enough cash flow to quit your job.

Dale: It was a big step. But my family was behind me.

Garrett: And you got to expand your means all thanks to that one eight-hour event.

Dale: And the free lunch.

Garrett: What else changed?

Dale: My entire mindset. I stopped thinking in terms of budget and more in terms of value.

Garrett: And velocity.

Dale: I saw myself as an asset.

Garrett: You've made a lot more money since you started working with us. You even took your wife to Hawaii last year.

Dale: And I hired a personal trainer. I'm taking care of myself. I'd never have done that before. I was always too—

Garrett: Miserly.

Dale: Like you were. But now I'm excited about life. I'm taking care of myself. I'm making more money because I'm managing my energy.

Garrett: You went from someone who wouldn't spend a penny to being a financial nerd.

Dale: I'm passionate about what I do.

Garrett: You went from being a rocket scientist to a human ATM.

Dale: I call it cash flow optimization.

Garrett: I've never met a scientific engineer type like you who cares so deeply about people.

Dale: I even do your cash flow optimizing.

Garrett: Do you ever miss the days of peanut butter and Miracle Whip?

Dale: I can't say I do.

Building Wealth with a Wealth Capture Account and an Automatic Wealth Ladder

Capturing wealth is putting systems in place to keep the money we make from leaking in other places, such as overpaying on taxes, overpaying on interest, paying off loans in the most effective way or doing something effective with your money.

And to ensure that you always have money on hand, immediately start saving some percentage of what you earn. Then use cash optimization to boost your savings. We recommend boosting that savings to at least 18% of your income. You may have heard to save 10%, but we will explain why we recommend 18%:

- 3% for planned obsolescence—when things break and have to be replaced.
- 3% to handle inflation. This is low, but it's at least a minimum.
- 3% for technological advancement and change, because we buy things now that didn't even exist in the past.
- 3% for taxes that are going to fluctuate. There has to be buoyancy for increased tax.
- 3% for propensity to consume: Ever notice that a luxury once enjoyed becomes a necessity? Have your tastes changed for hotels, restaurants, clothes, or experiences?
- 3% for your Living Wealthy account. You are your greatest asset. Have some fun. Reward yourself. Enjoy life along the way. This may pay the biggest dividends of all.

Capturing wealth is the key to lifelong, sustainable wealth. Through automation and systems you can have it without budgeting your way broke.

If you've ever found saving money to be difficult, then we have just the system for you.

With this system, you can grow wealthier each and every month, grow your savings at an ever-increasing pace while living wealthy at the same time ... and even get as high as 4%–6% with guarantees. And once you have the money in the account, it will contractually never go down—not even in a stock market crash.

Your pile of wealth will continue to grow higher and higher. That's why we call it the Automatic Wealth Ladder.

The First Rung: Your Wealth Capture Account

It works like this: The first step on the ladder is to create a “Sweep Account” with your main checking or savings account—wherever your income is deposited each month.

Then set up an automatic transfer to sweep 18% of your income, on the day it is deposited, into a savings account that we'll call your Wealth Capture Account.

For example, if you know that \$5,000 will be deposited on the first and fifteenth of every month, then you can set up an automatic 18% transfer into your Wealth Capture Account on the first and fifteenth of each month (or on the second and sixteenth of each month to make sure the deposit is cleared).

With this example, you'd have \$1,800 transferred into your Wealth Capture Account after the first month, \$5,400 after the third month and \$21,600 after one year—all automatically.

That's the first rung of the Automated Wealth Ladder.

The Second Rung: Your Living Wealthy Account

Next, set up a second automatic transfer on the same dates, to sweep 3% of the 18% into a separate savings account that we call your Living Wealthy Account. This account is for setting money aside to let you enjoy life along the way without feeling guilty. It's to save up for those European vacations, or luxury cars or courtside tickets—whatever brings you value.

Now that you have these automatic transfer set up, 18% of your income is spoken for every month—it's going toward capturing wealth and living wealthy—and it's in a separate account, so you can't slip up and spend it by mistake.

With the other 82% of your income sitting in your sweep account you can pay bills and cover day-to-day expenses—anything besides reaching into your Wealth Capture Account to help cover costs.

Do this even when times are financially tough. In fact, it's more important to capture 18% of your income when times are tight because it forces you to be resourceful and bounce back.

With this system, you'll grow wealthier every month. And because it's based on a percentage of your income, rather than a set amount, as your income increases, so does the velocity of your Wealth Capture.

For example, we showed how putting 18% of two monthly \$5,000 deposits into your Wealth Capture Account will leave you with \$18,000 after sweeping money to your Living Wealthy Account. But let's say your income is increasing 10% per year. The second year, you'd sweep \$19,800 net into your capture account. By the fifth year, you'd be sweeping \$26,354 net into your capture account, for a five-year total of \$109,892.

The faster your income grows, the faster and greater your Wealth Capture Account grows.

The Third Rung: Your Wealth Creation Account

The third rung of the ladder is your Wealth Creation Account—a safe, reliable place for your money to grow that can be utilized for investments or accelerating your business growth. We’ve found that the best vehicle for a Wealth Creation Account is Cash Flow Insurance.

Cash Flow Insurance allows you to earn a consistent, guaranteed tax-deferred return no matter what the stock market does—historically around 4%–6% annually. In most states, the money in your account is untouchable to creditors. And it also allows you to become your own “bank” and quickly borrow cash for anything you want without the hassle of a loan application and no annoying credit checks.

It’s the perfect wealth creation tool for entrepreneurs. Your money isn’t locked up away in the stock market until you’re 59½, as with 401(k)s and IRAs. Instead it’s always available to borrow from to accelerate your business growth.

We’ve also had members use their Wealth Creation Accounts to pay for their kids’ education, finance their own homes, or even pay off loans.

After your Wealth Capture Account has reached a level that gives you peace of mind about your savings, it’s time to decide if you want to continue sweeping money into this account—and if so, how much.

For example, you may decide to start transferring 7% of the 15% from your Wealth Capture to your Wealth Creation vehicle such as Cash Flow Insurance and leave 8% in your Wealth Capture Account. Or when you have three months of savings in the Wealth Capture Account, you can have the full 15% automatically picked up by the Cash Flow Insurance, effectively taking your Wealth Capture and moving it to Wealth Creation.

It all depends on your unique circumstances, which is why we usually have a Cash Flow Specialist help people we work with decide.

Once you have all three of your accounts set up and supporting you—your Wealth Capture Account, Living Wealthy Account and Wealth Creation Account—then you’ve climbed the Wealth Ladder. As an entrepreneur, you’re flying head and shoulders above other entrepreneurs who don’t have their finances in order, and who are putting off living wealthy and living paycheck to paycheck instead.

Old Way of Thinking—Savings Accounts

- Rainy-day funds that require liquidity should be stored in an FDIC-insured savings account.
- The only way to borrow money is from a bank, and it requires good credit and specific payback terms.
- Insurance is a necessary evil and even though you are unlikely to die prematurely, buy term insurance anyway because it is cheap.
- The only way to save on your taxes while investing is to put money in a retirement plan and lock it away until age 59½.
- If the market goes down, that is just the way it goes. Be patient.

New Way of Thinking: Wealth Creation Account with Cash Flow Insurance

- You can get 400% to 600% better returns on your savings.

- You can recapture insurance costs like term and long-term care with a Cash Flow Insurance.
- You can have liquidity and tax advantages.
- If the market goes down, you can have guarantees on your money, and if you become disabled, your plan can continue without you having to put more money in.
- You can earn interest rather than pay it, cut out the middleman, and do what the banks do.

We want you to enjoy life and make money along the way. To preserve, protect and perpetuate your family name, values, and philosophies. This is about building a life you love.

This bonus chapter from Garrett's best-selling book, *Killing Sacred Cows*, goes into greater detail about the fallacy of self-insurance, which we touched on in Chapter Six.

Enjoy!

Michael and Garrett



{ **Self-Insurance** }

The cheapest insurance is self-insurance.

—From *The Boglehead's Guide to Investing*
by Larimore, Lindauer, LeBoeuf, and Bogle

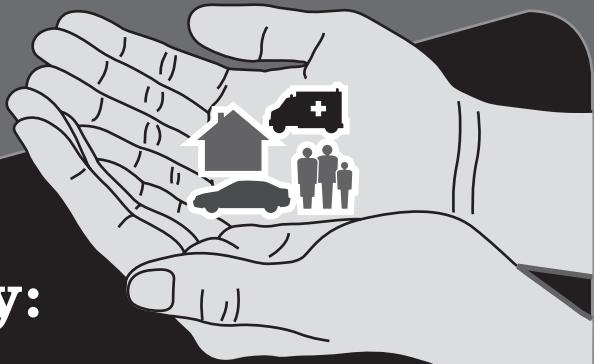
Myth:

Spend as little on insurance as possible; it's nothing but a drain on your resources.



Reality:

Get the best insurance you can. It decreases your risk (when understood) and increases your productivity.



In our current financial environment, we are taught that insurance is a necessary evil at best, and that the smartest route is to get minimum coverage with the lowest possible premium payments. The underlying goal is to accumulate enough assets to be “self-insured”—to have enough money in the bank to cover every eventuality that insurance would protect us from. Once we achieve this wonderful state, we can eliminate any insurance that we aren’t required to carry by law and save the expense of premiums.

The fact is that there’s no such thing as self-insurance; either you have insurance or you don’t. You either have a way to transfer your risk of loss, or you retain that risk. Simply having a lot of money in no way protects you from the loss of that money. In fact, the more money and assets a person has, the more important insurance becomes to protect him from the risk of loss. Self-insurance is really *no* insurance and the unnecessary assumption of risk.

The best way to be financially free and to feel confident in utilizing our assets productively is to reduce the risk of losing those assets, including our own knowledge and abilities—our human life value. By transferring risk to those more efficiently equipped to manage it (insurance companies), we protect ourselves from unforeseen losses and release the fear that we might not have accumulated enough assets to cover the losses we might face. Proper insurance coverage can dramatically improve our ability to think abundantly and therefore be creative and productive. Ultimately, we are our greatest assets, and we had better protect ourselves fully.

The Destructive Nature of Self-Insurance

The myth of self-insurance is destructive to our human life value because it is based on price, ignoring the value insurance offers and the cost of not having it. The costs of not insuring assets go beyond simple loss—they include intangible effects such as the confidence, freedom, and peace of mind we lose when we assume all risk. The self-insurance theory is based on protecting income and material assets, as opposed to human life value. It teaches people to retain rather than transfer risk that could hamper their potential.

Most people either hate insurance or love it. If a person hates it, it is usually because she views it as nothing but a necessary expense. Those who love insurance understand how important it is to transfer risk; incidentally, the wealthy tend to fall into this category more so than any other group. But even the people who fall into the first group don't really hate insurance—they just hate paying for it. Many people view insurance as a necessary evil at best, and they fail to see the benefits that it provides. Under the myth of self-insurance, the focus is only on the price of insurance. Those who base decisions on price alone fall prey to anyone who is able to provide goods and services cheaper, with less quality, and with more risk. (This concept will be discussed more in chapter 9.)



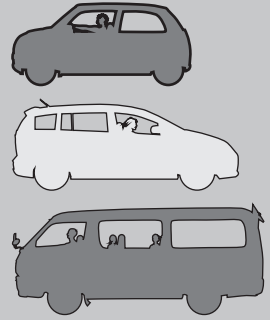
There is scarcely anything in the world that some man cannot make a little worse, and sell a little more cheaply. The person who buys on price alone is this man's lawful prey. —Attributed to **John Ruskin**

Those who teach that we should get as little insurance as possible in order to save money on premiums don't understand the relationship between risk and return. They don't understand the economic value of certainty. They don't know why it's so critical that we transfer as much risk from ourselves as possible, and that the more we do so, the more we prosper. Buying the minimum amount of insurance at the cheapest price does nothing but retain a lot of risk for the individual that could be transferred away with the proper type and amount of coverage.

The philosophy ignores critical unseen factors in our decisions regarding wealth. It is based on an ignorance of the fact that we are our own single most important investments, and the individual person must be protected above all other considerations, including income and material assets. It is our human life value that we must protect and that is in greatest danger of being lost when we don't adequately insure ourselves.

Believing that insurance is a necessary evil at best and operating with the philosophy that we should work toward being self-insured severely limits our capacity to produce and to live up to our potential by making us subject to fear, doubt, and worry. When we retain risk we're hesitant to act and to produce because we're not certain what the result will be. Hesitation means decreased productivity, and decreased productivity means that we're kept from living up to our full potential. *Every moment you spend worrying about loss is a moment that you are not thinking productively, and you can never recapture those lost moments.*

I've heard some say that they have no fear of loss, even though they have no insurance, but this is naïveté plain and simple, not abundance. It's a counterfeit of faith-based abundance because it completely ignores risk, rather than managing it. When we utilize insurance properly, we can have true peace of mind, actually protected from negative circumstances. We must never confuse peace of mind with laziness and naïveté—true peace of mind comes from applied knowledge, which requires effort and stewardship. The less worry we have in our lives, the more productive we will be, and insurance is one excellent way to legitimately eliminate worry.



13.8%

of motorists
are uninsured.

According to the 2011 study on uninsured motorists conducted by the nonprofit Insurance Research Council (IRC), the estimated percentage of these drivers is increasing overall. According to the study, the magnitude of the uninsured motorist problem varies widely from state to state. In some states, 28 percent or more of drivers are uninsured. The national average percentage of uninsured motorists is 13.8 percent.

Replacing Self-Insurance with Risk Transference

In my financial services practice I have a core philosophy regarding insurance: buy as much of it as possible, and get the best coverage available. To me, that's the only responsible answer to the question of how much insurance a person should have. What I'm really saying is that people should transfer as much risk as possible away from themselves. The less risk a person is exposed to, the more wealth she can create.

Producers love insurance because they focus less on the price of premiums and more on the cost of not being properly protected. They ensure that their human life value is viable and productive in any situation that they can control, whether they are sick, disabled, or dead. They are able to see the intangible benefits of insurance beyond the tangible premiums and paid claims. By ridding themselves of fear of loss, they ensure that they maintain a productive mindset. And producers act as good stewards of their responsibilities. They understand that the first step of being a wise steward is ensuring that their current stewardships are protected before they concern themselves with acquiring more.

When we understand what insurance can provide, we want the best, most durable, most certain policy that money can buy. We know that there is never a time when we will want to do without insurance. We realize that self-insurance is a waste of human life value because insurance companies are so much more efficient at managing risk than we are as individuals.

We overcome the destructive myth of the benefits of self-insurance by realizing the following:

- > Being self-insured requires allowing vast resources to sit stagnant.
- > The best way to reduce our insurance expenses is to get as much insurance as possible.
- > Insurance coverage must be designed to protect human life value, not just property value.
- > Insurance coverage increases our financial freedom and productivity, regardless of our age or financial situation.
- > The more assets a person has, the more insurance he should have.

As I'll demonstrate throughout the rest of the chapter, more or better insurance is preferable to less insurance in terms of transferring risk and improving our chances of financial freedom and productivity.

Self-Insurance Equals Stagnant Assets

If a person is going to be truly “self-insured,” she must keep on hand a cash amount at least equal to all of her other assets. Of course, what this means is that she's not insured, because she has no way of indemnifying the loss of the cash should she use it to cover other losses.

Let's suppose a person has a house with a market value of \$1 million, and also has \$1 million in a bank account. She thinks that she is “self-insured,” at least for the value of her house. But what's more expensive—two thousand dollars per year for a homeowner's insurance policy, or not being able to use that \$1 million in cash because it must be available to indemnify the possible loss of her home?

Insurance companies work by pooling risk, and therefore reducing the cost of indemnifying risk for individual policy holders. They figure out the probability of any given disaster and charge a bit more per year to protect against it than the likelihood of it occurring in that year. Since they have many, diverse customers, there is an extremely small chance that all the disasters they insure against will occur in any given time frame, thus they don't need to keep the full value of each policy they sell on hand any more than banks need to keep the balances of all savings accounts in the vault at once. The scale of their operation means that the same million dollars will cover the possible loss of several houses of that caliber without the owners tying up their resources or the



Be careful to read all policies closely. Disability policies in particular have many elements that affect the payout dramatically: adjustments for inflation, coverage if you can't work in your chosen profession versus if you can't work at all, changes in the benefits over time, the percentage of your previous income that it pays, etc.

indemnify:

1. To compensate for damage or loss sustained, expense incurred, etc.
2. To guard or secure against anticipated loss; give security against future damage or liability.

—Source: *Random House Unabridged Dictionary* 2006

company losing money. Everyone comes out ahead, whether anything happens to the house or not.

Are you better at providing insurance than the insurance companies? Can you provide equal benefits at a comparable price? If so, then you should become an insurance company for more clients than just yourself. But if you cannot provide insurance as efficiently as an insurance company, then economically it is much more productive to use professionals.

Insurance gives us a permission slip to utilize all of our other assets. It unlocks the productive potential of our assets because, when insured properly, we are free to utilize them without fear of loss. We have but two choices when it comes to risk—retain it or transfer as much of it as possible. When people advocate self-insurance, what they are in effect saying is that people should retain their risk. No matter how many assets a person has, retained risk is retained risk, and it provides no option to replace lost value and production.

Think of it this way: for every ten dollars of insurance you buy, what does it cost for the insurance coverage? Less than ten dollars, right? But what about self-insurance? If you're self-insured, it always costs more than ten dollars because you don't have any way to replace the money you will use to cover losses, and you must reject any opportunity to use that money in more productive ways than as "self-insurance."

If I own a 6,000-square-foot home and I also have \$5 million in assets but no insurance coverage, if my home burns down I may be able to use my assets to replace the home. But what replaces the money I use to rebuild? Nothing—I simply no longer have the assets I had before. This is why self-

insurance is so completely ridiculous—it only means NO insurance. A person either has a way to replace lost production, or he doesn't. Having a lot of money to replace things does nothing to transfer your risk. It may give you a better ability to rebound from disasters than most people have, but it can never fully replace what is lost. Only the transference of risk through insurance coverage can do that.

Prosperity is not a do-it-yourself game. We all have different abilities and different Soul Purposes. Unless your Soul Purpose is to be an insurance company, why waste time, energy, and worry thinking of ways to be self-insured—especially when that is impossible anyway? How can you turn protection into production? Proper protection gives you the ability to focus on things that actually matter in your life because of the certainty that it provides. When understood correctly, the better your protection, the greater your productive capability and the lower your real cost of insuring yourself against potential losses.

The Best Way to Reduce Insurance Expenses

Producers understand that the best way to reduce their insurance expense is to buy as much of it as possible, because it saves them money in the macro sense, over the course of their lives. Those who retain risk in the name of reducing expenses inevitably and ironically end up paying much more than the wise producers who transfer their risk.

Consider the following example. Two families live on the same street. Their homes, ages, income,



Understanding the power and principles of using insurance to manage risk comes before trying to figure out what type and what amount one should secure. But some types to investigate include car, homeowner's, renter's, long-term disability, medical, life, and liability (beyond auto).

and assets are all the same. The only difference is that Family A has their home paid off and carries no homeowner's insurance, and Family B has a mortgage and carries homeowner's insurance. Both homes burn down at the same time. Family B indemnified the loss through insurance and so their assets are unaffected, while Family A is using assets out of their own pocket to replace the damage and likely must take out another mortgage in order to rebuild their home. The financial freedom and productivity of Family A has been reduced dramatically. Even though they paid less in premiums, in the long run, Family A paid far more than Family B because they retained, rather than transferred, their risk.

This example compared having insurance to not having insurance. But what about the expense associated with different levels of the same type of insurance? For instance, a common debate regarding life insurance within the financial services industry is between the strategy of buying term life insurance to save money on premiums, money that supposedly is invested in other productive pursuits, and the strategy of buying permanent life insurance (sometimes called Whole Life insurance). Term insurance is precisely what the name implies—life insurance that provides a death benefit for a certain period of time. Permanent life insurance policies are designed to provide coverage for the duration of a person's lifetime, not a specified term only. They carry a cash value that accrues with premiums paid, and provide many benefits that a policyholder has access to while he is living, such as tax protection and waiver of premium riders/disability protection, among others. Unlike permanent life insurance, term carries no cash value within the policy and has no tangible living benefits.

Many financial strategists teach BTID: Buy Term (insurance) and Invest the Difference (in premium prices) because the premiums on term insurance are much cheaper than permanent policy premiums, at least in the early years. For example, a thirty-year-old male could get a \$1 million term death benefit for thirty years for \$750 per year (\$63/month), if not less. That same person might pay as much as \$9,000 per year (\$750/month) with a permanent policy.

Many of you may be thinking, "There's no way I'd pay that kind of money just for life insurance." But the actual cost of term and permanent life insurance isn't quite that simple. One major problem with term is that it's

based on the assumption that coverage will be dropped after the term expires. In fact, insurance companies pay benefits on only about 1 percent of term life insurance policies. The assumption that the policyholder will drop coverage is based on the idea that a person's assets will build over time; their income after retirement will decrease (requiring less protection); and their responsibilities to others (family) will decrease, so the need for life insurance is diminished. Like other financial myths, though, these assumptions don't take a variety of other factors into account, factors that we'll address throughout the rest of this chapter. For now, let's assume the opposite: our original buyer decides to continue coverage for his entire life.

The cost of term insurance rises dramatically over time, whereas the cost of insurance within a permanent policy remains the same—or even decreases in some cases—over a person's lifetime. The thirty-year-old who buys the term policy will find that, after the term expires, the same company's rates can be more than ten times the original premium. Term policies become prohibitively expensive over a person's lifetime.

For example, with one company I viewed, a thirty-year-old male who buys a convertible, thirty-year term policy with a death benefit of \$1 million and an annual premium of \$1,320 will find that the premium increases to \$46,490 when the term expires. By age 74, this person has paid \$767,930 in premiums for his \$1 million death benefit, and by age 84 he has paid \$2.78 million for his \$1 million death benefit.

During the retirement years, people will find that with term insurance their premium payments exceed the death benefit, which nullifies the purpose of carrying the coverage. When a person looks beyond the cost in the early years of term policies, they find that term is actually the most expensive insurance on the market when considered over a person's entire lifetime. Even if only the cost of the insurance during the term of coverage is examined, term life only pays out if one dies.

If a person buys a thirty-year term policy for \$750/year and then drops it after the term, they will have spent \$22,500 on premiums, which is money lost that can never be recovered. Not only are the premium dollars lost, but so is what that \$22,500 *could have been* had it been invested instead—the lost opportunity cost. Worse than this, the lost opportunity cost also includes the amount of the death benefit that is lost (remember that only 1 percent of

term life policies are ever paid out), and the fact that the person may not be able to qualify for insurance coverage again when the current term runs out, which is incalculable.

We get what we pay for, and term insurance is cheap in early years for a reason—it provides very little value, and the value that it does provide is almost guaranteed to go away before it is even used. For people who truly don't have the money to buy permanent life insurance, term is better than remaining uninsured, but it's a shortsighted and ultimately unproductive alternative.

Permanent life insurance, on the other hand, has a higher price in the short term because it offers much greater value in the long term. The common response to this is that through a term policy a person can save money and create more assets by taking the money that he would have spent on a permanent policy and investing it in things that have higher rates of return than a person can find inside of a permanent policy. The internal rate of return in a permanent policy is the interest rate on the cash value that is guaranteed by the life insurance company, a cash value that builds as premiums are paid, in addition to any dividends the company may pay. The guaranteed interest rate in a permanent life insurance policy, for example, might be up to about 5 percent. So, says the term life camp, why not take all of that premium money and put it into real estate or a mutual fund and earn 10–12 percent instead?

What this camp ignores is that permanent life insurance policies, aside from offering guaranteed death benefits, also provide living benefits beyond the internal rate of return, which gives them infinite value over term policies, which have no living benefits. These living benefits include

- > Tax protection (the cash value grows tax-deferred, and in some cases tax-free with some strategies),
- > Waiver of premium riders/disability protection (if a person is disabled throughout the term of a policy, this rider will pay for the policy so the policyholder doesn't have to continue making premium payments during her period of disability),
- > Liability protection (in most states, if a policyholder is sued, plaintiffs cannot access life insurance cash value),

- > The ability to utilize the cash value (cash values can be accessed through policy loans or dividend withdrawals and used to make other investments),
- > And the freedom to leverage assets without worrying about lost principal (if I have \$1 million in assets, \$1 million in death benefit, and \$1 million in cash value, I can spend down my assets, keep my cash value, and keep my death benefit without adverse affects to my retirement years or my heirs).

Permanent policies also provide the economic value of certainty; you can be certain that permanent policies will be there to protect your human life value the day you die.

The BTID advocates base every assumption and every comparison on a person leaving their cash value inside the permanent policy. They gloss over the fact that the cash value is available to the policyholder to be used for things outside of the policy, whereas no premiums on term policies are available for use. For example, suppose I have \$30,000 in the cash value of my life insurance policy. I find a real estate property that I can purchase for \$150,000 and sell immediately for \$175,000, but it requires a \$20,000 down payment. I can assess my life insurance cash value through a policy loan, buy and sell the property, and pay back the loan to my life insurance policy.

Basing insurance decisions on premiums and the internal rate of return is a classic case of price versus cost and value. Most planners and policyholders see the price of permanent insurance and ignore the cost of not mitigating their risk and creating as much certainty in their lives as possible. Permanent life insurance may not give a person the highest internal rate of return, but its certainty and its other living benefits give a person the ability to be infinitely more productive in all other areas of life.

Life insurance must not be regarded as an expense to be grudgingly borne. To the thoughtful policyholder its creative aspects, by way of personal initiative and productiveness, much more than counterbalance the cost involved.

—Solomon Huebner in *Economics of Life Insurance*



A useful analogy is to consider complimentary information given out by a company. The internal rate of return for the information is 100 percent negative, because the information is given out freely. But it's easy to see how ridiculous it would be to base the decision of distributing company information solely on its internal rate of return, because the incalculable external rate of return—the added branding effects and goodwill afforded to the company—more than justifies the lost return internally. To only consider what the information costs on a monthly basis is to completely ignore all of the benefits that the information provides. Such is the case with life insurance.

A person who understands the purpose of insurance wants the best policy that money can buy, one that provides the most certainty by transferring as much risk away from the individual as possible. The strategy of BTID is fundamentally built upon the misguided belief that insurance is a necessary evil, and that we should find the cheapest method of insurance possible. But producers base their decisions on macroeconomic cost, not microeconomic price. They want a policy that provides them with the most benefits in a holistic sense, beyond mere internal rate of return alone. They want a policy that will make them more effective with the creation and utilization of every other asset inside their plan, which can only be achieved through living benefits provided by permanent policies.

Human Life Value Protection

People produce value, and any time they become sick, disabled, or die, their ability to produce is limited or can even stop completely. Producers don't insure houses and cars because the houses and cars have value; they insure their human life value as it relates to their ability to produce value with material things. And through the proper use of insurance we can ensure that we can continue producing value even in the event that the worst-case scenario comes true.

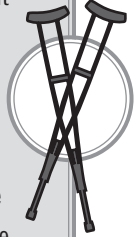
The point of protecting property value is to ensure that we can utilize our human life value as completely and effectively as possible. It's so we can live life focusing on and planning for production instead of recovery from property value losses. Even though some insurance appears to protect property

The Advantage of Disability Insurance

Financial implications for a disability are typically more disastrous than those for a premature death. When someone dies, their expenses go with them, but for the disabled the expenses typically increase.

Meanwhile, Social Security disability is one of the most difficult benefits to qualify for. “You have to be completely disabled for at least a year, with no hope of recovery,” Steve Crawford, Guardian Disability, said. “Even when you meet those requirements, you’re unlikely to receive more than \$2,000 a month.” When you’re using your human life value to produce the maximum amount of value you can, disability is the hardest blow next to death—unless you mitigate your risk to protect yourself.

Source: money.cnn.com/2002/03/25/pf/insurance/q_disability/index.htm



value, ultimately the purpose of all insurance is (or should be) to protect our human life value and our ability to create value.

Misguided retirement planners also teach that the purpose of insurance is to replace income; therefore, everyone should buy term insurance, and then drop it as soon as their income stops and they retire. But just because a person retires doesn’t mean that she ceases to have human life value. A person either wants insurance or she doesn’t, or in other words, she either wants to transfer her risk of loss or she doesn’t. If she wants insurance, it doesn’t make any sense that there would come a time when she wouldn’t want it. It only makes sense when we think that insurance is to protect income and property values, as opposed to human life value.

When we understand the true power of insurance, we realize that there should never be a time in our lives when we would have a reason to drop insurance coverage. Insurance does much more than replace our income for our spouse and children if we die; it provides a way for us to create a legacy of our lives and ensure that we can continue creating value in the world, even if we are sick, disabled, or dead.

When we experience the epiphany that the purpose of securing insurance is to protect our human life value and not our possessions, we realize that there will never be a time when we will not have human life value. So we will never engage in strategies that are designed to drop our coverage at a later date. We will want the best, most certain, most valuable, and most durable insurance coverage that money can buy.

Not only is proper insurance protection an excellent way to increase our prosperity, but it's also a way to fulfill our responsibilities as wise stewards. Ignoring insurance protection is not only unwise as relates to our wealth, but it's also irresponsible. What is the difference between a man who abandons his family in the middle of the night and a man who dies without life

insurance protection? Does the family not experience the same economic impact in both scenarios?

Producers understand that not having proper insurance coverage is irresponsible at the least, and immoral at the worst. We have been given stewardship over our human life value, our families, our material possessions, and all of the people that we have the ability to impact. Utilizing insurance properly is one of the most important ways that we can fulfill, protect, and increase the value we deliver to others in any possible case. A person who purposely does not use insurance protection is an unwise steward at best.

Do you want your family to live in the same, better, or worse conditions if you die, are sued, or become disabled? Have you ever known a widow or widower who felt like she was overpaid by insurance when she lost her spouse? It is only through insurance that we can ensure that our stewardships will be

Disability vs. Life Insurance

Despite advancements in medical technology, disability rates have climbed due to the increased numbers of survivors who suffer poor health.

- * **48%** of mortgage foreclosures are caused by disability
- * **3%** of mortgage foreclosures are caused by death

Source: Disability Insurance Resource Center, 2008

- * Men have a **43%** chance of becoming seriously disabled during their working years
- * Women have a **54%** chance of becoming seriously disabled during their working years

Source: *Why Disability* by National Underwriter

- * At age 42, it is **4 times** more likely that you will become seriously disabled than that you will die during your working years.

Source: *Why Disability* by National Underwriter

taken care of if we lose any level of ability to provide for them. If you have no other reason, love insurance because you love your family, and you want to ensure that they are always provided for despite any catastrophe.

As we explained in the last chapter, *you* are your best investment. If you want to protect your investments, or provide a way to indemnify them in the case of loss, then why would you ever consider not protecting your most critical investment, and your only true asset? Why are you concerned about insuring your home, but not the source of your home's value?

Understanding that its purpose is to protect human life value rather than things external to people (such as houses, cars, boats, etc.) sheds an entirely different light on insurance. We begin to see the profound nature of our responsibilities, and with that deeper understanding comes increased productivity. When we begin to get a sense of our stewardship and responsibility to produce, we then start thinking of how we can continue producing in the worst possible scenarios.

Insurance Supports Freedom and Productivity

Let's assume for a moment that you live your entire life paying the maximum amount of insurance premiums; you never experience any loss (your eventual death set aside for the moment); and therefore your insurance never pays a claim. How can insurance create value in your life if you never file a claim? If nothing happens to trigger a payout, are all of your paid premiums just dollars lost?

The consumer mindset prevents most people from seeing that ultimately any insurance coverage



Many people focus on low deductibles when purchasing insurance, but then only file claims that are well above their deductible and don't file claims that are smaller because they are trying to keep their premiums low. If you aren't going to file claims below or at the lower deductible, save yourself some money and get a higher deductible.

is paradigm insurance. How much peace of mind can you have when you drive a car with no insurance? When you know you are at great risk with no protection, will not fear of loss be a constant companion that prevents you from thinking productively? If you cancel your home insurance and are constantly worried about losing your home, you're taking time away from thinking about the things that really matter.

Insurance goes so much deeper than people in the Consumer Condition realize. It is not just dollars lost if you pay into a policy and never receive money through a claim; it is a way for you to free your mind, stay in the proper paradigm, and to minimize the fear of loss.

Certain types of insurance may be used to leverage into other investments, but what most people fail to consider is that insurance allows us to invest even if we never use the actual insurance as a specific investment tool.

For example, if a person owns a \$1 million home and has no homeowner's insurance, and he also has \$1 million cash, where can he invest his cash in such a way as to keep his home protected? According to most people's perceptions, the safest place to put it is in a bank account, because otherwise he will constantly have the fear of loss. Nobody who understands risk will expose principal to loss without the proper protection. So this person may be saving \$2,000 per year on the price of insurance premiums, but at what cost? If he simply had insurance, he could invest without the fear of lost principal constantly haunting him. Assuming he could get just 10 percent per year on that money in an investment vehicle other than a bank account, he's losing \$98,000 per year in potential cash flow.

Because consumers think that dollars and material things have power, they love to deal with tangibles that they can touch, smell, taste, and see. But producers understand the deeper intangibles underlying all material things. Can we really place a value on an investment that helps us to stay in the proper paradigm and increases our ability to produce?

Any worthwhile investment should help to keep you in abundance, and lower returns are acceptable if the particular investment keeps your mind in abundance. In other words, it is your personal productivity that is the highest return you can ever receive. Remember, too, the principle of using the same investment to serve several different purposes. If your investment in an insurance policy keeps you thinking productively, indemnifies you

What Should I Insure?



The following questions can be used to perform a comprehensive assessment of risks you face in life, and how those risks can be effectively mitigated through the purchase of appropriate insurance products. First, identify a specific risk (such as the risk of a car accident, a debilitating disease, a natural disaster, or death), and then answer each of the questions for that risk. If you do not know the answer to specific questions, visit killingsacredcows.com for further information on insurance protection.

1. If you retain this risk, how will that impact you?
2. Is there ever a time you would not want to transfer this risk?
3. Why do you have insurance against this risk?
4. If you do not insure against this risk, what impact does that have on your peace of mind?
5. Does this risk threaten your property value, or your human life value? Might it threaten both? How would insuring against this risk protect your property value, human life value, or both?
6. Is the amount of insurance you need the same as the amount you want?
7. In the event that you need to make a claim, is the coverage you've chosen going to accomplish the purpose of owning the insurance in the first place?
8. If you knew the event you're insuring against would occur tomorrow, how much insurance would you get today?
9. If you experienced this event, would you want your family to live the same lifestyle, a better lifestyle, or a worse lifestyle economically?
10. Do you know how much insurance a company would extend to you to cover this risk? If there were no costs to the insurance, how much would you acquire?



For more information and examples, go to killingsacredcows.com

against loss, and provides a return on your investment, you have increased the productivity of your assets. Consumers ignore the macroeconomic picture, of which insurance is a key component, by reducing insurance to chase a perceived microeconomic rate of return. They may have one piece of their financial puzzle functioning well, but at the expense of their big-picture prosperity.

My colleague Les McGuire once wrote an article titled “The Economic Value of Certainty,” in which he explores the importance of transferring risk to our ability to be financially free and productive:

Many at-risk products or investments, such as Variable Universal Life, mutual funds, IRAs or 401(k)s, may work out great in hindsight, but people will not feel safe making significant, bold choices in other areas of their lives based on the expected performance of these assets because there is little certainty ahead of time. They will be in a cautious, wait-and-see mode through most of their lives . . .

The real economic value of [permanent life insurance] is not in the rate of return on the cash value, nor in the ability to borrow at low rates, nor in the estate created for charity or heirs upon death, nor in the tax treatment of the policy. Rather it lies within the world of economic possibility that opens up to the insured during his own lifetime because of the certainty he now has because of the contract guarantees and the resulting choices he can now make in other areas of life without fear, worry, or doubt. The insured quite literally becomes the beneficiary of his own life insurance policy during his own lifetime, perhaps many times over. How do you quantify the economic value of that freedom, or in other words, the macro-economic rate of return on a [permanent life insurance] policy? I believe it is impossible.

Transferring risk opens up possibilities that are unavailable to us when we retain them. When we create certainty in our lives, we act much differently than we do when we’re operating in a risky environment. Certainty dramatically increases our productivity.

The more certainty we can create in our lives, the more likely we will be to produce and to take on projects that we otherwise wouldn’t even consider.



THE MYTHS IN REALITY: Windows to a New Life

My coauthor, Stephen Palmer, was able to propel himself from an employee into the world of entrepreneurship because he was able to create certainty through research and action. At age twenty-seven, Stephen was tired of being an employee, but he needed the certainty of income to provide for his family. He was in college and worried that starting a business was risky, and that it would jeopardize his school pursuits and family responsibilities. But when his brother started cleaning windows on the side and making great money doing it, Stephen saw an opportunity.

He started working with his brother, and they quickly found that there was a ready demand for their services. Although his brother quit soon after, Stephen kept at it, and soon was making more money cleaning windows than he was at his regular job. He found that he could literally go out any day of the week—without any previous jobs scheduled—and make several hundred dollars just by knocking on doors and offering his services.

Because he had certainty, a sure knowledge that he could replace the income from his job with no risk at all, he quit his job and became an entrepreneur. The shift from employee to business owner soon revealed to Stephen some things about himself that he never knew before. He discovered that he had a gift for creating and implementing systems. He discovered a love for entrepreneurship. He cherished the newfound control he had over his life and his finances. Stephen didn't necessarily love window cleaning, but he loved the process of creating something that could outlast and grow beyond his individual efforts. He developed systems, wrote an operations manual, and less than two years later he was able to sell the business for a healthy profit and move on to bigger and better things.

Stephen has been an entrepreneur ever since, and his entire life and perspective on himself and life changed fundamentally and dramatically. He awakened to a whole new world of possibility and unleashed massive amounts of potential that previously had lain dormant. He thought differently and viewed and interacted with the world with more confidence, courage, and hope. If he hadn't capitalized on the opportunity, it's unlikely that we would have ever met and been able to team up on this book.

All of this happened because Stephen was able to create certainty where uncertainty, doubt, and worry existed. Through research, action, and persistence, he realized that it really wasn't risky to quit his job to pursue something that actually made him more money and with more certainty than he had ever had before.



Many people focus on which doctors are available under their medical insurance while ignoring the lifetime maximum benefit of the insurance. This should be a primary consideration, because if your lifetime maximum is low, it can be eliminated by a single catastrophic event, and then you would be unprotected.

Conversely, the less certainty in our lives, the more fear—and the more fear, the less productivity.

One critical way to remove fear and to increase certainty in our life is to transfer our risks through the proper use of insurance.

More Assets = More Demand / Opportunity for Protection

The myth of self-insurance is based on the false idea that we can (and should) drop our insurance coverage as soon as we have “enough” assets and accumulated money. The question I have is, how much in accumulated assets is considered enough: \$1 million? \$5 million? What is it that determines *enough*? What if I accumulate \$5 million, drop all insurance coverage, then get diagnosed with a terminal illness and spend my entire fortune on treatment? Would I think that I had enough then? Insurance protection should be designed to take care of the worst-case scenario.

The fact is that the more assets a person creates, the more they should want to have insurance to protect them. The idea that there will come a time in your life when you will not need insurance is a crippling fallacy that is diametrically opposed to the creed of producers: to produce value in any given situation. To return to the life insurance example, with a term policy, the time when you can use insurance the most—because you have the highest risk of potential lost production—is precisely the time when you will lose your insurance coverage.

The more assets people have, the more ability they have to produce, and the more ability they have to produce, the more insurance coverage it is better to have, because the more they are exposed to

financial loss. The truth is exactly opposite to what is taught in the financial industry. Let me repeat: The more assets you have, the more insurance you should have because the more risk you have of lost production.

If I live in a 1,500-square-foot home and it burns down, it represents a significant loss of human life value in the form of thought, energy, and labor. Yet if I own a 6,000-square-foot home and it burns down, that loss is quadrupled. We can either provide a way to indemnify or replace our loss by transferring our risk, or we can retain our risk.

Contrary to the theory of self-insurance, the more assets a person has, the more there is to protect with insurance. To quote Les McGuire again, “Producers are committed to creating maximum value in all situations, regardless of circumstance, and they manage their risk to near zero. Consumers think that risk means losing money; producers know that risk refers to lost production, whether created in the past or yet to be created in the future. Producers reduce both risks to near zero.” The most important way that producers mitigate the risk of lost production is through insurance, properly understood and wisely utilized.

* * *

Any person who is a producer, loves life, and understands freedom should do everything in her power to leave a legacy and to ensure that she can produce value in any given situation, whether she is sick, disabled, or dead. The proper use of insurance helps producers mitigate the risks of life to their productivity to near zero. They understand that production without protection is irresponsible at the best and destructive at the worst. Producers ensure that no matter what happens, they will find ways to produce value from the situation, and because of this, producers love insurance.

About the Authors

Garrett B. Gunderson

Garrett Gunderson is an entrepreneur, financial advocate, author of the *New York Times* bestselling financial blockbuster *Killing Sacred Cows*, and the Chief Wealth Officer of Wealth Factory (WealthFactory.com). He has appeared on hundreds of radio programs and in hundreds of newspaper articles, as well as on television shows such as *ABC News Now*, *Your World* with Neil Cavuto on Fox, CNBC's *Squawk on the Street*, and *First Business*. He is also a regular contributor on Entrepreneur.com and Forbes.com

Garrett has personally helped thousands of business owners keep more of the money they make and generate more cash flow using a simple personal finance and investment strategy. He discovered a part of this strategy at age nineteen, and since then he and Mike Isom have unveiled more strategies and ways to maximize opportunities, such as investing in real estate, buying businesses, paying off high interest loans, and earning stable interest during economic crises and stock market collapses.

Because of this strategy, Garrett won't have to buy long-term care insurance, won't waste any money on unnecessary life insurance unlikely to ever pay out, and has found a way to compound his interest without compounding his taxes—and still maintain full access to his money. Through this strategy, Garrett doesn't have to know what the stock market is doing—ever—so there's no stress or worry about that. Yet through savings, efficiency, opportunity and strategy, his overall returns have been over fifteen percent, while his cash has earned over five percent without risking a single penny.

Garrett has dedicated his career to debunking the many widely accepted myths and fabrications that undermine the prosperity and joy of millions of hard-working, honest business owners. A champion of finding spendable cash for entrepreneurs without having to work harder, take more risk or increase overhead, Gunderson has a mission for Wealth Factory: to manufacture economic independence for one million entrepreneurs, show 100,000 people how to capture their wealth without cutting back, help 10,000 businesses buck the banking system and establish their own financing systems, and create a comprehensive financial team for 2,000 up-and-coming businesses by January 1, 2020.

Michael G. Isom

Author, Entrepreneur, Educator, Speaker, Wealth Strategist, Consultant, Owner of Optic Financial and Creator of the 20/20 Personal Banking System. Michael began selling mobile phones while going to college in 1993. Due to his natural ability in sales he was earning over \$250,000 a year at the age of 22. By doing so he was quickly exposed to many things financial in his life; 401ks, term life insurance, CDs, money markets, IRAs, stocks, bonds, mutual funds, VULs, and real estate. This exposure and many other experiences led him to find his passion in life in 1999, which is: what is true about money, what is not, and why. He has formally studied macro-economics in finance since 1999. He has assisted thousands of clients with this knowledge in utilizing financial products in coordination with all other money decisions, which is the key to achieving a high rate of return with low risk.

Michael is now a sought after speaker when it comes to finance, money and banking. He has advised some the nation's most successful

business owners on how to leverage the 20/20 Personal Banking system in their lives. He has assisted hundreds of clients with this knowledge in utilizing financial products in coordination with all other money decisions, which is the key to achieving a high rate of return with low risk. He is one of the most passionate advisors you'll ever meet when it comes to leveraging the economic value of certainty in your lives.

Michael was a business partner with Garrett Gunderson for over seven years. They met in 2000 while Garrett was still in college. They have spent thousands of hours studying macro-economics together and traveling the country to attend financial workshops, seminars, and symposiums. Not only have they been business partners, but also trusted friends for over a decade.

Michael is a Principal/Owner of Optic Financial, specializing in Wealth & Protection strategies, assisting clients in increasing their wealth and benefits, while lowering their risk at the same time.

Michael has been married since December of 1993 to his best friend Wendy and is the father of two very talented kids, Kennedy and Kadin. Michael enjoys fitness training at a high level, most things with a motor in it, and spending time traveling the world with Wendy, Kennedy and Kadin.

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