



## Boot Camp: Example Questions

### Policy Design

- How is an IBC policy different from a regular whole life policy?
- How do you “franchise” or add new policies?
- How do the dividends work?

### Skeptical questions

- Why haven't I heard of IBC before?
- What's the risk/catch?
- When is the government going to get involved?
- If IBC is so good, why isn't everybody doing it?
- Do people fail at this and how does it happen?

### How to get started?

- What are examples of how people get started?
- Do you have to have a lot of money to get started?
- How do you decide which life insurance company to use for IBC?
- What is the process to get started with life insurance policies?
- What can we expect from your team in support?
- How do you know how much premium to use for a new policy?

### Applying IBC in our life

- Do you have to use life insurance to be your own banker?
- How does the interest work on the loans against your policy?
- Can IBC be used for college tuition?
- How does IBC work with real estate or other investments?
- How is IBC viewed when it comes to taxes? Are there advantages?
- What if I'm uninsurable?
- Who can I insure?
- Teaching kids to use IBC - How does this happen and will this secure their financial futures?

**Why does Life Success & Legacy Exist:** To inspire financial hope and freedom by revealing little-known truths about money while investing in trusting, long-term relationships.