



life success & legacy

INFINITE BANKING CONCEPT BOOT CAMP GUIDEBOOK

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

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Welcome & Introduction

Reference

Becoming Your Own Banker:, by Nelson Nash (Fifth Edition)

- Page 3 - 2nd column, 1st full paragraph:

“This book is not about investments of any kind. It is about how one _____ the things of life, which can certainly include investments.

It is not about rates of return. As time goes by interest rates are up and interest rates are down - but the process of _____ goes on no matter what is happening.”

With IBC we can gain at least three uses of every dollar that runs through our IBC system.

#1 - Death Benefit

#2 - Guaranteed Growth (not at risk)

#3 - Loans Against My Policy To _____ Everything In My Life

Why Does Life Success & Legacy Exist?

To inspire financial hope and _____ by revealing little-known truths about money while investing in trusting, long-term _____.

Nelson's 5 Main Principles

1. Think Long Term
2. Be _____ in Capitalizing Your System
3. Don't Steal From Your System
4. Don't Do Business With Banks
 - a. Yes, we still have checking accounts
5. Rethink Your Thinking

IBC Addresses the Following:

1. Rapid elimination of _____ debt.
2. Teaches us how to finance everything we purchase
3. Allows passive income in a tax-free environment
4. Guarantees _____ transfer in a tax-free environment

Understanding Banking:

Do you realize that you finance every purchase you make?

You either:

1. Borrow and pay interest
OR
2. Pay cash and give up the _____

How to Finance a Vehicle (The Zero Cash Line Drawing):

- When we borrow from a bank, we are making payments and losing the interest on those payments.
- When we save up and pay cash for the vehicle, we are _____ the compounding interest over and over.
- Most Americans are facing a headwind. _____% of their income is going to income tax, sales tax, and property tax. Another _____% is going toward the interest on their debt. This headwind is what makes it so difficult to get ahead!
- With IBC, we make premium deposits into our IBC-designed whole life policy. Then, when we are ready to purchase the vehicle, we take a loan against our policy to pay for the vehicle. However, the policy continues to _____ as if we never touched it!
- Because the loan is collateralized by our life insurance policy, the company doesn't care how, when, or if we ever make payments on that loan. That is complete _____ over your financing system.
- If we apply _____ (EVA), the slope of our curve gets steeper!

Banking: the Most Important Business

- Every business transaction requires money to flow from one party to another.
- That money must flow from a pool of money somewhere.
- The banking business is all about controlling a pool of capital (money) that can _____, at a cost, to meet some need.

Policy Design (Drawing & Illustration):

- The Base Premium is what emphasizes Death Benefit.
- The Flexible Paid Up Additions Rider (PUA)
 - is all about cash value.
 - The PUA is much like the booster rockets on the space shuttle. We need the PUA to inject _____ into the system for banking purposes.
 - However, we typically drop the PUA down to the \$100/yr minimum after the 4th year premium . . . just like the booster rockets get ejected after they have done their job.
 - The \$100/yr minimum keeps the PUA in place like an open bucket in case you need a place to put extra money.

Comments on Policy Design:

- There are no “tricks” in designing a policy for IBC.
- If you emphasize one element, you are sacrificing another element.
- There is no right or wrong way to design a policy.
- The design of the policy depends on the goals of the client.

Outside Debt, Inside Debt and Activators Illustration:

- When we make payments on our Outside Debt, we never see those payments again.
- However, if we can move that Outside Debt to Inside Debt, as honest bankers we will still make payments on that debt.
Now, we are making those payments to ourselves where we get to _____ those dollars.

- So, how do we move Outside Debt to Inside Debt?
We need an _____!
- An Activator can be a lump sum and/or monthly contributions.

What are possible Activators for YOU?

Digging Deeper with an Example:

(Inspiring Hope & Freedom software example)

John and Jane Doe: Overview

- | | |
|-------------|----------------|
| ● Assets | ● Credit Cards |
| ● Mortgages | ● Loans |
| ● Vehicles | ● Comments |

Inputs (Activators)

- The Monthly Amount is \$_____.
- The Remaining Available Balance is \$25,000.

Debt Sequencing

- We sequence the debt in order to turn the wind current as quickly as possible.

Policy Design

- John Doe Premium is \$10,000.
- Jane Doe Premium is \$_____.

Strategy: Year 1

- The “Wind Current Change” is \$310/mo.

Strategy: Year 2

- The “Wind Current Change” is \$185/mo.

Strategy: Year 3

- The “Wind Current Change” is \$_____.

(jump ahead to Year 8)

Strategy: Year 8

- By the end of Year 8, their \$255,000 mortgage balance is now \$92,001.56.

Strategy: Summary

- Within 8 years, their Net Worth grew from \$123,429 to \$328,297.44.
- That is a _____% Annual Growth Rate.
- The interest saved was \$_____.
- The “Wind Current” shifted their direction was \$840/mo.

We will now transition to the Question & Response portion of the Boot Camp