

## Council Insurance Newsletter 2021 07

Brothers:

Summer is officially here. It is really refreshing to see many families attending Mass in person again. The six councils I serve are all meeting in person and was fortunate to attend a few Officer Installation in person. Speaking of "in person", my business is now shifted back to 80% in person and 20% virtual meetings. Over the last 12 months, we had a higher number of insurance claims for which I always provide in person services.

In last month's message I suggested to meet with me to determine where you and your family stand when it comes to financial protection using our new financial needs analysis tool, with cutting edge software, robust and in-depth. Several members reached out to me and I want to share non private summaries of just one case hoping that you will prioritize an hour or so to meet with me and be more certain with better financial protection plans. If nothing else I will confirm your needs are met.

During early June, I met with a brother Knight and his wife in their late 30's. They have a couple of younger children. Together, we were able to see that based on what this couple wanted for their family; they would need more life insurance. The brother's group life insurance, while free as a benefit, did not have sufficient coverage for their goals nor an ability to add more group insurance even if they paid more. They wanted to make sure, if he had an untimely passing, his wife and children could stay in the same home, could still attend Catholic grade school, and provide for a college education for their children.

Another area this same couple assumed was covered had never been openly discussed. I call it the "death of his earning power" by becoming sick or hurt; not able to earn money. His employer provided minimal, group coverage for a few months, but after that there was nothing. We explored how the Knights could fill that void with supplemental Disability Income Insurance providing part of his current income for a minimum of 5 years and assist him during rehabilitation. **He was not aware he has a higher probability of becoming disabled than dying at his age (38)!**

Can you guess how many times I have heard, "Chuck, we already have insurance, so we don't want to meet with you." I must confess at times I think to myself, "Oh brother, do you have any idea of how many clients said the same thing to me and ended up with a better plan and Knights of Columbus Insurance?"

Maybe you have similar concerns; maybe you are too busy to meet next week. Let's simply agree to meet with a time and a date on our calendars to see where you stand.

Vivat Jesus!