

## Week #10 – Chapter 10 on Life Insurance – Exam #3 *This Week!*

Hello, My Hard-working Students! It is hard to believe, but we are now past the halfway point in our class. We are on the downhill side of the semester! Hopefully, you have finished chapter 8 on home and automobile insurance and chapter 9 on health and disability insurance. This week, we cover chapter 10 on life insurance. Please pay particular attention to the differences between term life insurance and whole life insurance. “*Buy term and invest the difference!*” You may not know what this means now, but you will understand what it means by the end of the presentation. Too many people do not understand the differences between term life and whole life and wind up spending tens of thousands of dollars more than they need to because the life insurance agent convinced them to buy the overpriced whole life insurance. (But, hey!, the life insurance agent got enough commissions to make his boat payments and that is all that matters, right? Do you sense that I have more than a bit of anger at the insurance industry? You are correct! Remember, I am a licensed insurance agent so I am allowed to say nasty but true things about the insurance industry and insurance agents. Don’t worry, we will insult everyone by the end of the semester. Just wait until we get to stockbrokers!)

And also as hard as it is to believe, **exam #3** on insurance will be available *this* week. It will cover chapters 8, 9, and 10. Make sure you understand the automobile bodily injury and property liability limits. The commentary for the chapter 8 worksheet is contained in the chapter 8 presentation. For the chapter 9 worksheet, the commentary is separate. Given the cost of healthcare, automobile bodily injury liability is definitely the most important automobile insurance. (Sounds like a test question, huh? Hint, hint. Wink, wink. Nudge, nudge.)

The chapter 8 assignment is due this Saturday. Are you checking the feedback for your assignments and exams? We will almost always ask you to resubmit an assignment for further credit. We want you to understand the material so if you did not do the assignment correctly, fixing it and submitting it will help you master the concepts and techniques that will help you financially. (And it will also help your grade, too!)

What do you think of the discussion forums? They do not seem to be that popular with some students. Most students are posting and answering threads but others are ignoring the forums. How can we motivate all students to participate? The discussion forums allow us to see that many others are struggling with the same issues as yourself. I would love to hear your feedback about the discussion forums. You can send me an email directly or post anonymous comments on the *Strength-To-Go-On Bar & Grille* discussion forum. The *Insurance* discussion forum deadline has been changed to next week. (Study *\*every\** day for the upcoming exam!)

Keep Up The Great Work! Don’t Give Up! ***Never*** Give Up!

Sincerely,

Frank Paiano

P.S. Please review chapters 8 and 9, especially automobile liability, and cover chapter 10 on life insurance. Remember: *Buy term and invest the difference*. **Exam #3** on chapters 8, 9, and 10 starts this Thursday at 6 pm and is available until Sunday night. There will be an office hour this Thursday night. Please contact me if you need help. *Good Luck, Everyone!*