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This is the third edition of our popular professional resource specifically tailored for non-insurance professionals. Financial planners, tax advisors, and estate planners have all found this book to be invaluable in their practices because it provides the insights, understanding and tools to guide clients as they seek to manage risk and properly plan insurance coverage.

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This brand new publication provides a thorough overview of insurance planning and risk management strategies, specifically tailored for non-insurance professionals, including financial planners, tax advisors, and estate planners.

Life insurance remains one of the cornerstones of financial planning. If you provide life insurance to planning to clients, or are looking to expand your business in this key area, this book is a must-have. Written for a wide range of professional planners, such as insurance producers, financial planners, tax advisors, and estate planners, the expert authors of The Tools & Techniques of Life Insurance Planning apply the trusted Tools & Techniques approach to all aspects of life insurance planning, including: The primary reasons for using life insurance Illustrations of 1035 exchanges and the various tax rules that can result in unexpected tax liabilities Planning techniques for retirement income needs, estate and gift tax avoidance, estate liquidity needs, and long-term care planning Planning techniques for individuals and businesses, including key personnel policies and buy-sell agreements Plain-language descriptions of potential tax consequences and strategies that plans can use to minimize tax liabilities Detailed explanations of how life insurance funds are allocated between charges and investment accounts and how different investment options are calculated New in the 8th Edition: Completely updated tax and accounting information that incorporates the 2017 Tax Cuts and Jobs Act Expanded coverage of 1035 exchanges, including new improved valuation techniques that can reduce the time required to complete an exchange In-depth planning techniques for pension maximization and buy-sell agreements Detailed discussion of annuity types and tax consequences, including QLACs In-depth analysis of life insurance riders Planning techniques for using life insurance in qualified and nonqualified plans New chapter on state best interest requirements for life insurance products, including New York's Section 187 Topics Covered: How to Estimate the Insurance Need How to Determine the Right Company and Policy Legal Aspects of Life Insurance Special Policy Provisions and Riders Disability Income Insurance Life Insurance Income Taxation and Planning Opportunities Life Insurance Valuation Estate Taxation of Life Insurance Buy-Sell Agreements Death Benefit Only (DBO) Plan Irrevocable Life Insurance Trusts Split-Dollar Life Insurance Current Trends in Life Insurance Planning And more! See the "Table of Contents" section for a full list of topics As with all the resources in the highly acclaimed Leimberg Library, every area covered in this book is accompanied by the tools, techniques, practice tips, and examples you can use to help your clients successfully navigate the complex course of trust planning and confidently meet their needs.

This is the fourth edition of our popular professional resource specifically tailored for non-insurance professionals, newly revised with an increased emphasis on techniques that can be used for personal and business clients. Financial planners, tax advisors, and estate planners have all found this book to be invaluable in their practices because it provides the insights, understanding and tools to guide clients as they seek to manage risk and properly plan insurance coverage. The Tools & Techniques of Insurance Planning and Risk Management, 4th Edition, provides expert guidance on all key personal and business-related policies, including life, health, disability, social insurance, commercial property insurance, workers compensation, business umbrella, directors and officers liability, cyber liability, and much more. In this fully revised and updated edition, respected authors Stephan R. Leimberg, CEO of Leimberg and LeClair, Inc.; Kenneth W. Price; and Jesus M. Pedre provide proven, practical guidance you can apply immediately. Each chapter breaks down complex insurance information so that non-insurance professionals can understand the intricacies of the coverage offered by each product line, allowing planners to insure that their clients have the right type and amount of insurance for their risk profiles This edition delivers: Thirty-two newly updated chapters divided into five sections on the principles of risk and insurance; insurance company operations; personal and commercial insurance lines; life and health insurance planning needs; and commercial property & liability A new chapter on cyber insurance provides information on the most common types of cyber threats faced by businesses today, as well as coverage information about cyber insurance policies to help businesses decide which potential risks can be insured against A new section on commercial flood insurance details the options for how businesses can obtain flood coverage on the private market to protect against ever-more-common flood risks Newly updated materials on the National Flood Insurance Program (NFIP) for homeowners Updated content on personal and business auto policies, including coverage for ride-sharing activities Updated coverage information for managing healthcare cost risks for individuals and businesses, including ACA mandates, disability, and long-term care policies Additionally, the risk management techniques in this book are integrated with up-to-date tax and government insurance information so that planners can incorporate that information into their clients' insurance planning activities to avoid duplicate coverage and take advantage of potential tax savings that are available to individuals and businesses.

Life insurance remains one of the cornerstones of financial planning. If you provide life insurance planning to clients, or are looking to expand your business in this key area, this book is a must-have.

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