

The Difficult Times

Steve (Advisor): Hi Jim,
what brings you in
today?

Jim (Client): Unfortunately, things aren't going so well for me. My sister, Patricia, was recently diagnosed with stage II pancreatic cancer, and I need to move some money around to help her and her family out while she is going through treatment.

Steve (Advisor): Hi Jim,
what brings you in today?

Jim: This has completely blindsided our whole family. You just don't expect these things to happen to someone so young. She's only 43! I'm worried about the financial impact this will have on her family. She's the primary income earner, and the doctor said she will likely not be able to work while she is going through treatment. And who knows what will happen if the treatment doesn't work... I know she has some life insurance in place, but there's not going to be enough income coming in to cover their current expenses.

Steve: Unfortunately, being in this industry, I've seen these things happen more often than you'd expect. I'm glad to hear she has some life insurance coverage, but do you know if she has any disability insurance in place, either through work or an individual policy?

Jim: No, she was thinking about it, but because she was healthy and active, she didn't prioritize it.

Steve: It's a good thing she has a supportive family to lessen the financial burden, but I'm sure this will still be a very difficult time for her and her family. When I see a situation like this, it really solidifies my belief in the need for disability insurance. I know I've brought it up to you before, but I think it might be time to revisit the subject.

Jim: I think you might be right. Seeing this hit so close to home, has really made me realize how big of an impact not being able to earn an income can have on a person and their family. I wouldn't want my wife and kids to have to go through this type of situation, knowing there was something I could've done to protect my income.

Steve: Jim, I am going to need to ask you some additional questions in order to find some options that will help you and fit your budget. Let's schedule a time to go over this with you and your wife. Let's make this a priority so you and your family aren't faced with the same situation as your sister and her family.

Jim: Sounds good. Thank you for your time.