



WHAT WILL HAPPEN TO ME?

6 DISCUSSION POINTS TO USE WITH YOUR CLIENTS.

With people living longer, the conversation around planning for an uncertain future is changing. More and more people will be looking for both protection for their loved ones and their own quality of life.

These questions can help you drive productive discussions around needs that can be addressed through a variety of solutions.

The Prudential Insurance Company of America, Newark, NJ.
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Would the death of your spouse or partner create a significant financial hardship?

If you became chronically ill, would you have to tap into your retirement savings to pay expenses?

Think of 5 chores you do every week. Could you afford to pay someone to do them for you?

If you needed someone to care for you or help out in your home, could you rely on family or friends?

Would a chronic illness put a financial burden on your family?

If your mobility were affected, would your home need modifications?