



Succeed with EssentialGuard Term and Kansas City Life

As you know, your clients are conscious about cost and value when it comes to purchasing life insurance. With Kansas City Life Insurance Company's new EssentialGuard Term product, they can have both.

EssentialGuard Term offers the following product features:

- Low premium
- Conversion privileges available with no evidence of insurability
- Discount for pre-paid premiums

When you pair the EssentialGuard Term with Kansas City Life's Income Assured Option (IAO), you can:

- Offer clients more options by adding this enhancement that allows clients to design a death benefit that can pay the beneficiary both a lump sum and an income stream. The income stream can be used to pay a mortgage and other monthly expenses for up to 30 years.
- Receive commission paid on the IAO payout.

Here are a few benefits of partnering with Kansas City Life:

- Strong company operating for over 130 years that can offer the following:
 - Sales contests with cash prizes
 - Incentive trips
 - Sales team available to assist with case design
 - Access to underwriters



For information about a career with Kansas City Life Insurance Company, call Mike Deon, Vice President, Agencies, 855-277-2090, or visit join.kclife.com.

