

The LIFE Foundation is a big believer in educating by storytelling. The 6<sup>th</sup> Edition DVD provides you with 35 compelling videos from which to choose. It's a helpful resource for educating people in your community about the role and value of insurance.

### What is a realLIFEstory?

A realLIFEstory is a true story that illustrates how the benefits of insurance, along with the advice and assistance of a qualified insurance professional, helped save the day for a family or business at a time of great financial need.

### What's new on this 6<sup>th</sup> Edition DVD?

Of the 35 videos on this DVD, 15 are brand new and we have also added eight short length videos.

### What topics are covered?

The videos are organized into six categories to make it easy for you to find the best video for a particular client situation.

- Life Insurance
- Disability Insurance
- Long-Term Care Insurance
- Underinsurance
- Spanish Language
- Shorter Videos

## Life Insurance

	Young Family	Established Family	Multicultural	Business Owner	Middle Market	Upper Market	Term	Permanent/ Whole Life	Comments
Kim Donaca		●		●	●		●	●	Insurance helps family and business
Connie Hobson		●			●		●		Lou Gehrig disease, could no longer work, succumbs to illness
Brigette Hunter	●			●	●		●	●	Insurance keeps family and business afloat
Melissa Knoll	●				●		●	●	Family OK after dad dies because of insurance
Michele Krzewina		●		●	●			●	Cash values helps keep the farm in the family
Lisette Montes de Oca	●		●	●	●			●	Life and LTCI helps Cuban immigrants, dad dies
Tara Newby	●				●		●		Dad dies in car accident before 2nd child born
Peg Ogonowski		●		●		●	●		9/11 pilot dies when plane is hijacked
Adam Page		●			●			●	Uses cash values for health reasons, Paralympian wins gold
Coleen Stokes	●				●		●		Single mom dies leaving behind 9-month-old baby
Natira Tedesco		●		●	●		●		Insurance helps family of six children
Nicolas Virgen		●	●		●		●		Stay-at-home wife dies in car accident
Tonia Wachtel		●	●	●	●		●		Accelerated death benefit helps family

## Disability Insurance

	Single	Young Family	Established Family	Multicultural	Business Owner	Middle Market	Upper Market	Comments
April Holmes	●			●		●		Woman loses limb, becomes Paralympian
Tim Meredith		●			●	●		Business owner and father of seven has an aneurysm
Bill Reid	●					●		Severe car accident, has to relearn to walk and talk
Peter Zatir			●		●		●	Lawyer diagnosed with thyroid cancer

## Long-Term Care Insurance

	Type of Care	Comments
Vernon Duckett	Home Care/Nursing Home	LTCI helps when wife diagnosed with Alzheimer's
Theresa Mollicone	Home Care	Stroke leaves husband paralyzed and unable to speak
Lisette Montes de Oca	Home Care	Life and LTCI helps Cuban immigrants, dad dies

## Spanish Language

	Type	Comments
Lisette Montes de Oca	Life/LTCI	Life and LTCI helps Cuban immigrants, dad dies
Nicolas Virgen	Life	Stay-at-home wife dies in car accident

## Underinsurance

	Multicultural	Business Owner	Middle Market	Comments
Karim Abouelnaga	●	●	●	Business owner dies leaving sons as breadwinners
Esther Kim	●	●	●	Daughter regrets memories of dad are the bills he left, not the man he was
Shane LaBarge			●	Dad dies leaving no life insurance
Brittney LaCombe			●	Mother's death brings on struggle for three sisters, no insurance
Yasmine Moss	●		●	Both mom and dad die leaving behind two children
Chez Ortiz			●	Eldest child becomes breadwinner after dad dies

## Shorter Videos

	Type	Length
Kim Donaca	Life	:30
Michele Krzewina	Life	:60
Sarah Lewis	Life	:60
Adam Page	Life	:80
Bill Reid	Disability	:30
Coleen Stokes	Life	:30
Tonia Wachtel	Life	:30
Peter Zatir	Disability	:30

## Continuous Play Options

Young Families	Business		
Brigette Hunter	Kim Donaca	Adam Page	Shane LaBarge
Melissa Knoll	Brigette Hunter	Coleen Stokes	Brittney LaCombe
Tim Meredith	Michele Krzewina	Natira Tedesco	Yasmine Moss
Lisette Montes de Oca	Tim Meredith	Nicolas Virgen	Chez Ortiz
Tara Newby	Lisette Montes de Oca		
Coleen Stokes	Peg Ogonowski		
	Natira Tedesco		
	Tonia Wachtel		
	Peter Zatir		
Established Families	Life Insurance	Disability Insurance	Spanish Language
Kim Donaca	Kim Donaca	April Holmes	Lisette Montes de Oca
Connie Hobson	Connie Hobson	Tim Meredith	Nicolas Virgen
Michele Krzewina	Michele Krzewina	Bill Reid	
Peg Ogonowski	Kim Donaca	Peter Zatir	Shorter Videos
Adam Page	Adam Page		Kim Donaca
Natira Tedesco	Brigette Hunter		Michele Krzewina
Nicolas Virgen	Melissa Knoll		Sarah Lewis
Tonia Wachtel	Michele Krzewina		Adam Page
Peter Zatir	Lisette Montes de Oca		Bill Reid
	Tara Newby		Coleen Stokes
	Peg Ogonowski		Tonia Wachtel
			Peter Zatir
		Underinsurance	
		Karim Abouelnaga	
		Esther Kim	