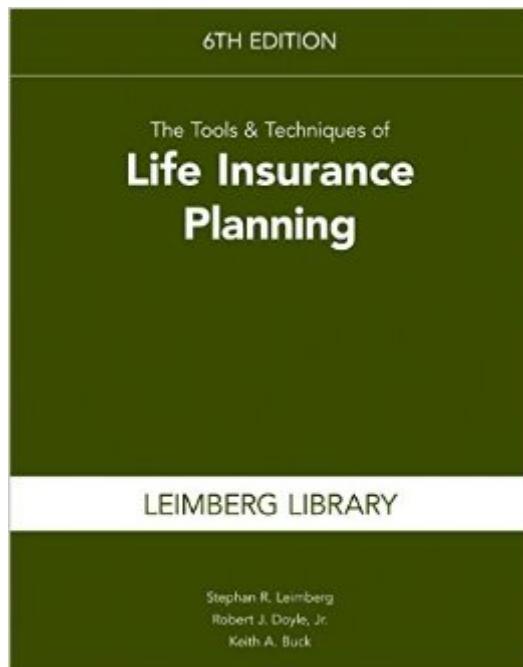


The book was found

The Tools & Techniques Of Life Insurance Planning, 6th Edition



Synopsis

The insurance industry has become more and more creative in developing policies that are flexible enough to meet consumers needs while maintaining a reasonable cost. As a result, insurance and financial advisory professionals must stay current with the newest techniques and latest tools that have emerged. The expert authors of *The Tools & Techniques of Life Insurance Planning*, 6th Edition, have delivered a resource that helps you do just that. It delivers:

- » Detailed information about the entire range of life insurance products that can be used by estate and financial planners in a wide variety of circumstances
- » Planning techniques for retirement income needs, estate and gift tax avoidance, estate liquidity needs, and long-term care planning
- » Plain-language descriptions of the tax consequences of various life insurance products and strategies that plans can use to minimize tax liabilities
- » Planning techniques for individuals and businesses, including key personnel policies and buy-sell agreements
- » Coverage of advanced topics, such as 103 exchanges, the transfer-for-value rule, and the use of life insurance products for charitable gift planning

The Tools & Techniques of Life Insurance Planning, 6th Edition, Delivers the Expert Insight and the Tools You Need to Utilize Life Insurance in the Most Effective Ways. This latest edition includes new and expanded coverage of:

- » Strategies for life insurance planning that take into account higher tax rates and the new Net Investment Income Tax
- » Expert advice on how to modify existing life insurance plans in light of recent changes to portability rules and the increased estate tax exemptions
- » Updates on DOMA/same-sex marriage issues and their effect on life insurance planning for new and existing clients
- » Insight in to how state-level changes to dynasty trusts and the Rule against Perpetuities (RAP) affect life insurance planning
- » Enhanced buy-sell agreement strategies
- » Information about entity redemption as a technique for providing estate tax liquidity.

Book Information

Series: Tools & Techniques of Life Insurance Planning

Paperback: 688 pages

Publisher: Kirschners Insurance Directory; 6 edition (March 24, 2015)

Language: English

ISBN-10: 1941627552

ISBN-13: 978-1941627556

Product Dimensions: 8.4 x 1.1 x 10.8 inches

Shipping Weight: 3.2 pounds ([View shipping rates and policies](#))

Average Customer Review: 4.8 out of 5 stars [See all reviews](#) (4 customer reviews)

Best Sellers Rank: #636,234 in Books (See Top 100 in Books) #85 in Books > Business & Money > Insurance > Life #4648 in Books > Textbooks > Reference #14402 in Books > Textbooks > Business & Finance

Customer Reviews

Life insurance planning is a very complicated issue. Most people think that is just a matter of buying an insurance from an agent, but there are many other considerations like: survivors needs, estate tax issues, compensation and benefits, business succession and wealth transfer. The Tools & Techniques of Life Insurance Planning is the best guide for any insurance or financial planning professional. Also is very easy to understand for today consumers.

Shipment came faster than promised, I ordered close to start of class and was relieved about that. As far as the actual reading of the text, it's pretty dry and easy to get bored, but that's typical of these types of books. Insurance isn't exciting!

Good condition

The product is in good condition. It took a little while to get to me, but still got here before the "estimated arrival" of a month later. Exactly what I wanted, I'm happy with my purchase.

[Download to continue reading...](#)

Tools & Techniques of Employee Benefit and Retirement Planning, 11th ed. (Tools and Techniques of Employee Benefit and Retirement Planning) The Tools & Techniques of Life Insurance Planning, 6th edition INSURANCE: The Ultimate How-To Guide on Deciding What Insurance Is Right for You (Insurance, Insurance policies, AIG story, Risk Management, Coverage, Life insurance, Book 1)

Event Planner: The Art of Planning Your Next Successful Event: Event Ideas - Themes - Planning - Organizing - Managing (Event Planning, Event Planning ... and Organizer - How To Guide Books

Book 1) The Tools & Techniques of Life Insurance Planning, 5th Edition The Tools & Techniques of Life Insurance Planning Car insurance book: A Complete Guide to Car insurance (Auto insurance book, Understanding your car insurance) Life Insurance Made Easy: A Quick Guide - Whole Life Insurance Policy and Term Life Insurance Coverage Questions Answered Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Agile Product

Management: (Box Set) Agile Estimating & Planning Your Sprint with Scrum and Release Planning 21 Steps (agile project management, agile software ... agile scrum, agile estimating and planning) Event Planning: Event Planning and Management - How to Start Successful Event Planning Business! 5 Things You Can Do Right Now to Lower Your Auto Insurance Premium: Making Sense of Insurance (Making Sense of Insurance Blog Post Book 3) The Tools & Techniques of Estate Planning, 16th Edition The Valuation of Financial Companies: Tools and Techniques to Measure the Value of Banks, Insurance Companies and Other Financial Institutions (The Wiley Finance Series) Money. Wealth. Life Insurance.: How the Wealthy Use Life Insurance as a Tax-Free Personal Bank to Supercharge Their Savings The Digital Life Insurance Agent: How to Market Life Insurance Online and Sell Over the Phone Questions and Answers on Life Insurance: The Life Insurance Toolbook Life Insurance Sales Ammo: What To Say In Every Life Insurance Sales Situation Life Insurance Sales Success Formula: A Comprehensive Guide to Building a Successful Life Insurance Sales Career Master Planning Success Stories: How Business Owners Used Master Planning to Achieve Business, Financial, and Life Goals (The Master Plan Book 2)

[Dmca](#)