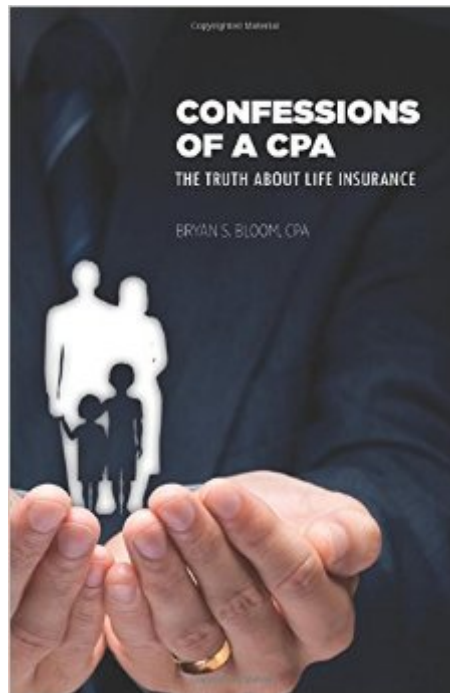


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# Confessions Of A CPA: The Truth About Life Insurance



## Synopsis

A question I get almost every day is: "Why isn't everyone implementing the principles in this book?" The answer to that question is that everyone who understands these financial truths is implementing them. If you carefully read and absorb the financial principles of life insurance uncovered in this book, you will understand as well. There is a finite amount of knowledge that humans know about the universe. All of this known information falls into three categories: First, there is a certain amount of information that we know and that we are aware that we know. We could say that we are "consciously competent" of this information. Second, there is a large amount of information that we know nothing about. We know that there are certain fields or concepts "out there," but we really don't know anything about them. We might say that we are "consciously incompetent" of this information. The third category of knowledge represents information we don't know, and we're not even aware that we don't know it. We are "unconsciously incompetent" in these areas. It doesn't mean that the information doesn't exist; it just means that we are currently unaware of its existence. As a result, this information currently sits in our "blind spots." Just like in our cars, there are some things we don't see that others do. But if we just turn our head 20 degrees, we will see things we have never seen before. This book will help you to turn your head 20 degrees and to discover something wonderful that you have never seen before.

## Book Information

Paperback: 146 pages

Publisher: Infinity Publishing (December 27, 2013)

Language: English

ISBN-10: 0741499762

ISBN-13: 978-0741499769

Product Dimensions: 5.5 x 0.3 x 8.5 inches

Shipping Weight: 6.4 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (31 customer reviews)

Best Sellers Rank: #149,322 in Books (See Top 100 in Books) #14 in [Books > Business & Money](#)  
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If you could design the perfect financial vehicle for growing wealth and saving for retirement, what features would you give it? What about these 13?1. The plan should allow for a tax deduction for all

money saved in the plan.2. The plan should allow for tax-deferred growth.3. The plan should provide for income tax-free withdrawals.4. The plan should make competitive returns possible.5. The plan should allow any taxpayer to put in as much money as they want.6. The plan should provide a taxpayer to use the account as collateral for a loan.7. The plan should protect against market losses.8. The plan should assure access to loans should the taxpayer need money before age 59 ½.9. The plan should allow for these loans to be paid at the taxpayer's discretion.10. The plan should be protected from creditors.11. The plan should eliminate early withdrawal penalties, late withdrawal penalties, and excess contribution penalties – there just shouldn't be any penalties at all.12. The government should continue the contributions to the plan at the same level the taxpayer was contributing if the taxpayer should become disabled and can't continue to put money into the plan.13. The government should accelerate the expected retirement account balance to the taxpayer's family if the taxpayer dies prior to retirement. It doesn't exist, right? It's too good to be true? No. Permanent (whole life) insurance can do all of this. Considering the cultural inertia against it in the mainstream financial world, getting a good and unbiased understanding of permanent life insurance is difficult.

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