

# THE VAULT AIS™ PROTECTION COMPONENT



#1 ASSET | #1 INVESTMENT | #1 STRATEGY



## INTRODUCTION:

The purpose of this document is to refresh many of the concepts we have discussed in the past. Our hope is that you will use these tools to stay organized and stay on track with the Vault AIS™ process in the months and years to come.

Please remember that all we have done so far is discuss a few basic principles of personal economics, as well as identify some of the products and strategies that you may have been using before that may not be in your best interest. We then identified and implemented strategies designed to guarantee your financial success.

The financial institutions will continue with all their might to sell you the products and strategies that make them money. You must remember that most of what you read and hear “out there” will be tainted information, designed to separate you from your wealth and line the pockets of the financial institutions.

If a product or strategy cannot hold up to the scrutiny of a Vault AIS™ verification process, then you would probably do best to avoid it. We hope you will always ask us about any financial issue you hear about before making major decisions. Oftentimes, an idea that sounds good on a micro

level is a mistake from an overall macro perspective found at Vault AIS™.

The products and strategies that you have started with Vault AIS™ are tried-and-true, verifiable strategies that are guaranteed to work if you continue with the implementation of the process.

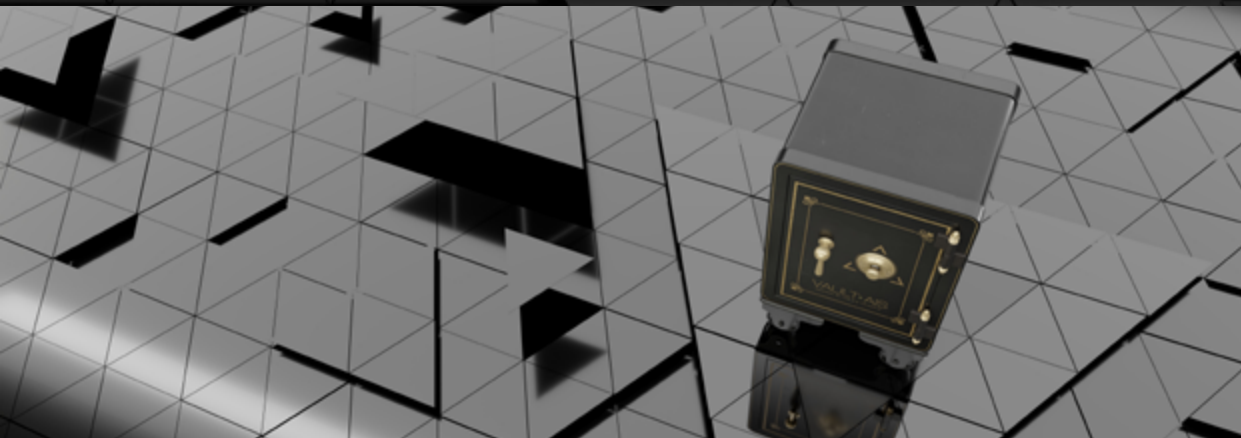
The underlying economics are principle-based and cannot be altered by an act of Congress, fluctuating markets, or tax law changes. The nature of principles is that they never change, and your new Vault plan and strategies are built entirely on such principles.

Remember that continued implementation of the process year after year is the only sure way to maximize your financial potential.

We will do our best to remind you of things that need to be done. Ultimately, however, financial success is your responsibility. We are a resource you can turn to when needed along the way

### **Congratulations!**

You are well on your way to maximizing your full financial potential!



# GENERAL SUGGESTIONS FOR MAXIMIZING LONG-TERM PERSONAL AND FAMILY ECONOMIC POTENTIAL

VAULT AIS™ | PROTECTION COMPONENT

NAME:

DATE:

**Instructions:** Please take a few moments to answer each question quickly. If you don't know the answer, mark uncertain rather than looking for your documents. Please check the N/A box for any items that do not apply to your situation.

**NOTE:** *These suggestions are intentionally general, not specific, and there may be situations in which these guidelines would not apply. Please consult with Vault AIS™ about the application of these suggestions in your personal situation.*

YES	NO	UNCERTAIN	NOT APPLICABLE
-----	----	-----------	----------------

## AUTO INSURANCE

Raise collision (and possibly comprehensive) deductible to at least \$500, maybe \$1,000. If vehicle's value is relatively low, consider dropping comprehensive/collision coverage completely. Raise liability limits to \$100/300K or \$250/500K, whatever the insurance company requires to obtain a personal liability umbrella policy (see liability insurance.) Raise un/under-insured motorist coverage to same level as liability (IE: \$250/500K, etc.)

If you were to get into an auto accident would your current coverage do everything that you would want it to?	Y	N	U	N/A
Do you fully understand the different components/coverages of your auto insurance policy?	Y	N	U	N/A
Do you know your current limits of liability for bodily injury?	Y	N	U	N/A
Are the limits of liability consistent across all of your vehicles?	Y	N	U	N/A
Is your uninsured/under insured limits of liability consistent with your bodily injury limits?	Y	N	U	N/A
Do you feel comfortable with your Personal Injury Protection amounts?	Y	N	U	N/A
Do you have the proper amount of Property Damage protection?	Y	N	U	N/A
Is your deductible consistent with the proper threshold of where you would make a claim and minimize your premium?	Y	N	U	N/A



## HOME-OWNER'S INSURANCE

Raise deductible to at least \$1000, maybe \$2000. Raise liability limit to either \$300K or the level required to obtain a liability umbrella policy.

If you were to have a liability claim on your home-owners would you have fully transferred your risk and protected your assets?	Y	N	U	N/A
Is your limit of liability with your homeowners the same as your car insurance?	Y	N	U	N/A
Do you have the proper amount of property coverage including full replacement(as opposed to actual value)?	Y	N	U	N/A
Do you have a video inventory of your belongings off premise?	Y	N	U	N/A
In regards to your deductible on your homeowners insurance: Is it the right amount? Is it maximizing your savings? Is it keeping you in the right state of mind, because it's not too high?	Y	N	U	N/A
Have you maximized your multi-policy discount in coordination with your auto insurance (same company)?	Y	N	U	N/A

## LIABILITY INSURANCE

Get a \$1-5 million personal liability umbrella policy (you don't have to be worth \$1 million to need this policy. One of the losses it insures against is garnishment of future wages.) This policy is very inexpensive and will help protect you and your family against loss from lawsuit. These policies generally do not protect against business-related lawsuits.

**NOTE:** *By raising the deductibles on auto and home, you should be able to raise liability limits and also get a personal liability umbrella for little or no additional cost. Be aware that your home/auto agent may resist you on these changes, saying that if your assets are under \$1 million you don't need the umbrella, but don't let him talk you out of it.*

Do you have an umbrella policy?	Y	N	U	N/A
Do you have uninsured/under insured coverage on your umbrella?	Y	N	U	N/A
Do you have the minimum required liability limits of liability on your car and homeowners insurance to eliminate duplicate coverages or costs?	Y	N	U	N/A





## DISABILITY INSURANCE

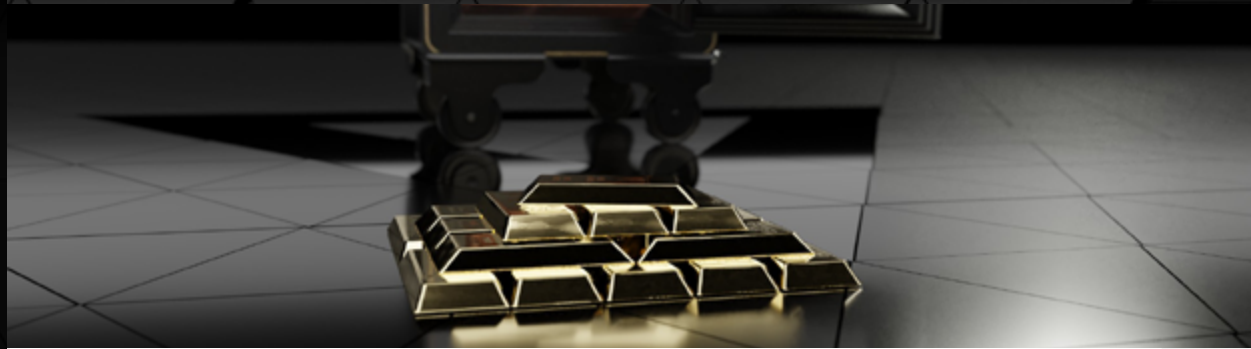
Get as much individual disability insurance as you possibly can. Now is the time to do it because: 1) ANY injury, even minor, may limit or eliminate your ability to get it. 2) Any future drop in income will limit your ability to get adequate coverage. If you switch jobs and your income drops, even temporarily, your ability to get as much as you want will be hampered. 3) Group disability is often very shaky and paying claims has sometimes been difficult. Also when you leave your job, you can't take it with you and your inseparability may no longer be there (35% of all applications to purchase DI are declined, and of those policies that are approved, 65% are issued with exclusions or limitations, reducing the policy to something worse than what was applied for.)

Are you in a financial situation where you could handle no income for 3 months?	Y	N	U	N/A
Do you have a cost of living rider to assist with the effects of inflation in case of a claim?	Y	N	U	N/A
Do you have an elimination period consistent with minimizing premiums according to what time period you could do without the money?	Y	N	U	N/A
Do you have an "own occupation" definition of disability?	Y	N	U	N/A
Do you have a future purchase option to ensure that you can buy more disability insurance if you have a bigger income in the future regardless of health or injury?	Y	N	U	N/A
Do you have a residual rider to cover partial disability?	Y	N	U	N/A

## SOCIAL SECURITY

Verify the Social Security wage credits that are on file for you. These will ultimately be used to determine your benefits. The social security administration sometimes makes mistakes (and they know they do). If you catch mistakes within three years it's easy to correct, if not it becomes more difficult. Make sure you are getting credited for the money you are paying in. If you don't receive one automatically, you can request a benefits statement on-line at [www.ssa.gov](http://www.ssa.gov)

Have you looked at your Social Security wage credits recently?	Y	N	U	N/A
Are your Social Security wage credits correct?	Y	N	U	N/A



## HEALTH INSURANCE

Check your upper limits (maximum benefits) and raise them if possible (usually can't change these if group coverage through work, but if you own a business and buy your own coverage, you may have some say in the policy design). As with auto/home, raise deductibles to highest comfortable level.

Do you have an individual health policy or a portable group policy?	Y	N	U	N/A
Do you have the proper deductibles to minimize premiums and keep proper peace of mind that your benefits are not out of reach compared to your liquidity and frequency of use with the policy?	Y	N	U	N/A
Do you have an individual long-term care policy or plan for you and your spouse in the event either of you needed care in a nursing home, assisted living facility or healthcare?	Y	N	U	N/A
Are you aware the government will subsidize all or a portion of the long-term care premium for business owners and their spouses?	Y	N	U	N/A
Do you feel your current policy benefit amount will provide an acceptable level of care if you had to use it today?	Y	N	U	N/A
Does your policy have a cost of living rider to help increase the benefit annually?	Y	N	U	N/A

## WILLS/TRUSTS

You must get a valid, updated will in force. Find a competent estate-planning attorney to consult with. If you want recommendations, let us know. Depending on your estate and situation, a living trust might be valuable to you as well. Talk to the attorney and see what he says. (Note: While any attorney can create these documents for you, most attorneys are not specialists in this area. We highly recommend that you work with a specialist.)

Do you have a properly documented Will?	Y	N	U	N/A
Do you have a properly executed Trust?	Y	N	U	N/A
Do you have a Power of Attorney set up in case you are incapacitated and cannot make decisions for yourself?	Y	N	U	N/A
Do you have a Legacy plan or statement of purpose in your trust?	Y	N	U	N/A
Do you have an estate plan that captures and transfers your human life value assets(your values, philosophies, etc.)?	Y	N	U	N/A



## OWNERSHIP AGREEMENTS

Review with your attorney how you hold title to your assets and learn the pluses and the minuses of each ownership form. Depending on the size and complexity of your estate, family limited partnerships, LLCs, corporations, or other ownership agreements might be appropriate. If you own a business, be sure to consult a business-planning attorney about your organizational design.

Have you reviewed your ownership agreements within the past 12 months?	Y	N	U	N/A
Do you have a clear understanding of how you hold title to your assets?	Y	N	U	N/A

## LIFE INSURANCE

Get your full human life value (i.e.- the statistical economic value of your life) in coverage, term or whole life. You can determine human life value very easily: just find out how much coverage a life insurance company is willing to issue you (they won't issue you more than you're worth statistically.) Life Insurance is one area where it makes no sense at all to attempt to self-insure. Why? Unlike all other forms of insurance, the risk you are insuring against is certain to occur. Self-insuring a loss that is certain to occur is an economic mistake. Anyone who tells you differently is either selling something or just doesn't understand all the issues.

Do you have the right amount of coverage (if you were to die, would you leave your family with the lifestyle you want them to have)?	Y	N	U	N/A
Do you understand the different types of insurance and do you have the right type of policy for you?	Y	N	U	N/A
Do you have any areas of exposure with your life insurance policy?	Y	N	U	N/A
Do you have the proper beneficiary assignment with your policy?	Y	N	U	N/A
Do you have settlement options defined on your death benefit?	Y	N	U	N/A

## CRITICAL QUESTIONS TO ASK YOUR TEAM OF ADVISORS.

### PROPERTY AND CASUALTY

How do I know I have the right coverage?

---

Are there any risks that can be transferred that I have not transferred?

---

How much coverage should I have?

---

Are there any other areas I can save money without sacrificing coverage?

---

What is your philosophy on risk transfer with insurance?

---

What is uninsured/under-insured on an umbrella and do I have it and/or need it?

---

Can you write with multiple companies?

---

### DISABILITY AND HEALTH INSURANCE

How do I know I have the right coverage?

---

Are there any other areas where I can save money without sacrificing coverage?

---

Can you write with multiple companies?

---

How can I prevent premiums from increasing moving forward?

---

What is your philosophy on risk transfer with insurance?

---

Is my disability insurance policy with a company that specializes in my field?

---

Can I get more coverage on my disability insurance policy?

---

Are there strategies to eliminate LTC cost unnecessary insurance expenses?

---



## LIFE INSURANCE

How much insurance should I have?

---

What is the best type of life insurance and why?

---

What type of insurance do you primarily sell?

---

What are the risks of that type of policy? What would prevent it from working properly?

---

If something were to happen to me today, how much insurance would you want me to have?

---

If price were of no issue what insurance policy and amount would you recommend?

---

Are you independent or are there any companies you are restricted from writing?

---

How do you determine the design of a policy, which company to go with, and how much I should contribute?

---

What is more important, type of coverage or amount of coverage?

---

Have you ever changed your mind on policies from the past and determined a better path?

---

What kind of training and certifications do you have as well as what do you do for education in this arena?

## ESTATE PLANNING

Will you give me a set price for work you do before you start?

---

Will you make any changes I want to my plan during the first year at no charge?

---

Do you charge for phone calls when I have a question about my planning?

---

Will you provide me with on-line access to my planning documents?

---

Have attorneys at your firm successfully represented clients before the IRS at Audit, Appeals, and Tax Court?

---

Do you regularly train and educate others on tax and estate planning?

NOTES:

NOTES:



# VAULT AIS

SECURED BY THE AIS TRIANGLE

NEITHER VAULT AIS™ NOR ITS REPRESENTATIVES GIVE LEGAL, ACCOUNTING, OR TAX ADVICE OR INTERPRETATION.  
PLEASE CONSULT YOUR LEGAL, ACCOUNTING, OR TAX ADVISOR FOR SUCH ADVICE.

FOR QUESTIONS, PLEASE VISIT [WWW.VAULTAIS.COM](http://WWW.VAULTAIS.COM) OR SUBMIT THEM VIA E-MAIL TO [INFO@VAULTAIS.COM](mailto:INFO@VAULTAIS.COM)

COPYRIGHT © 2019 VAULT AIS™