

# **WHAT IS IT THAT I DO?**

I help save people's lives every day!

Mothers, Fathers, Babies, Children, Teenagers, Pensioners, Widow's, Orphan's, Quadriplegic's, company staff members.

How many other professionals can say that they are able to help as many people? Attorneys? Accountants? Doctors? They are able to help people but can't guarantee that their clients or patients will be able to continue living a life financially secure if they have lost the breadwinner in the family or have been diagnosed with a life threatening disease or are disabled and cannot return to work or are starting to attend University.

Here are a few true stories Mr. Jones is diagnosed with a Debilitating Disease, his accountant, his attorney and his Doctor could not help. I am able to pay him R84 000 per month until he turns 65, this benefit increasing with inflation each year. The medical Aid that I put in place for him, pays his medication of over R10 000 pm that keeps him alive, it also covers all the MRI scans and hospitalization that he has. I have paid him Critical Benefits benefits and Impairment Benefits from his Absolute Protector Policy this has amounted to Millions of Rands.

Or the housewife that was paid a dreaded disease benefit because she was diagnosed with a brain Tumor. Or the businessman that had been on business in Johannesburg who was paid a lump sum Disability benefit because he broke his neck when he fell asleep behind the wheel of his car and hit the back of a stationary truck that was parked on the side of the road. Or the father that was playing cricket at his son's school in a "Dads vs. Lads" cricket match, he was struck on the temple with a cricket ball and went Blind, it is 13 years since that happened and we pay him his monthly income disability benefit every month from the provident fund that I put in place for the company that he worked for, he has been able to put the same son through University now. There are a lot more clients that I have been able to help in my 20 years with Liberty Life.

I am a Professional Financial **Life** Advisor, I am proud that I am able to influence many people's lives in a very positive way. I advise Families and Businesses where they need financial advice even if they feel that they don't, I manage to convince them that they do need these benefits that I offer.

Do people wake up in the morning, stretch and say, I must buy life cover or disability or Critical Illness cover or, I must start saving, because they have seen an advert on TV or have read a magazine or Newspaper with facts and figures in it .Not many, most of us listen to or read stories that we can relate to. We still need a push before we make these decisions; People make these decisions because a Professional Financial Advisor has contacted them and helped them put a plan in place that will help meet their and their family needs.

The Financial Advisor is the one that asks the important questions like: If You die have you made sure that your family don't lose the house and that your children can still have a good education, and, that if you are disabled have you made sufficient provision to make sure that you can live the lifestyle that you are accustomed to .OR, when You Re-tire one day will you have enough money to retirement comfortably or will you have to continue working or have to rely on your Children? How will you cope financially if you contract Cancer or have a Heart Attack?

The average person wants to buy the latest 4X4 or big flat screen TV that they saw in an advert. How many professionals can say that they are able to help people go to bed at night, knowing that if anything happened to their client, their client's families would be taken care of? Or, what about the owner of a company that can be certain that the Provident fund that was put in place at the suggestion of his Financial Advisor will take care of his hard working staff and their families, and what about the medical aid that I set up for his company will save the life of a young school boy that fell off a ledge while on a school hike in the berg, and needed to be air lifted to hospital to save his life.

### **So, what do I do?**

**"I allow families to sleep easier at night because they know that they will always have a roof over their heads".**

### **This is what I do!**

Some of us will do our jobs well and some will not, but we will be judged by only one thing- the result.

Vince Lombardi

I firmly believe that any man's finest hour, the greatest fulfillment of all that he holds dear, is that moment when he has worked his heart out in a good cause and lies exhausted on the field of battle - victorious.

Vince Lombardi

I have never heard anything about the resolutions of the apostles, but a good deal about their acts.

OG Mandino

To do anything truly worth doing, I must not stand back shivering and thinking of the cold and danger, but jump in with gusto and scramble through as well as I can.

Og Mandino