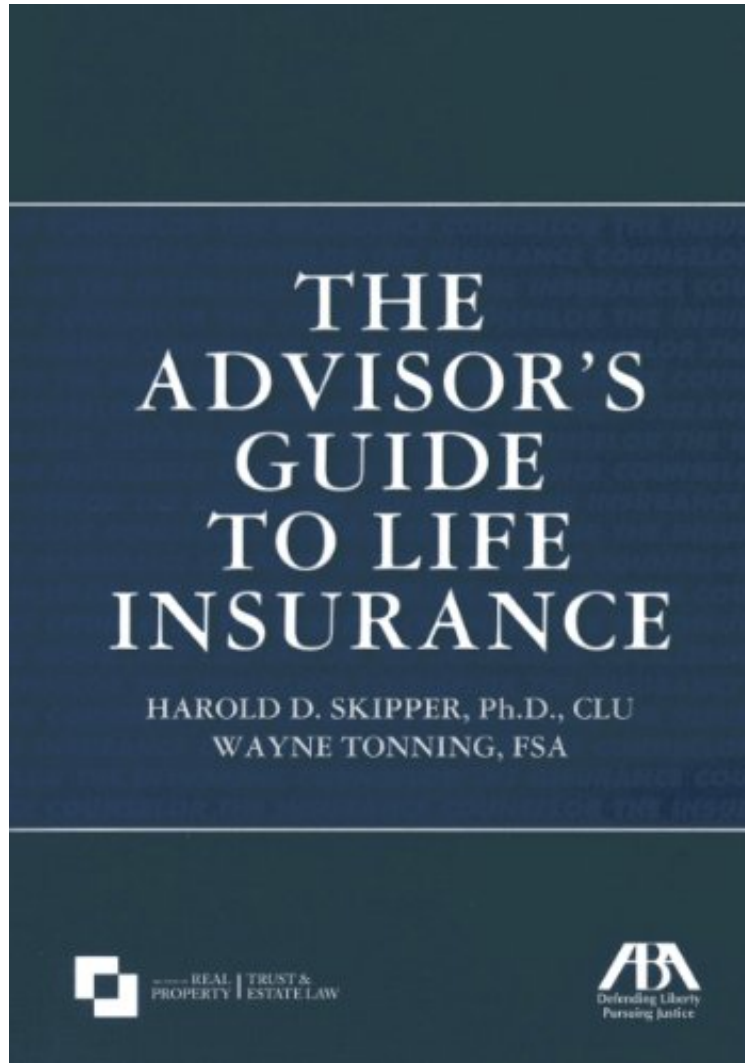


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The Advisor's Guide to Life Insurance

*Ph.D., CLU, Harold D. Skipper, FSA Wayne Tanning
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Have you ever felt overwhelmed by the complexities of life insurance or when advising a client about a purchase? This clearly written guide provides information essential to the exercise of due care for the purchase and retention of life insurance policies. Major life insurance terms are clearly explained, and information is organized starting with the

insurance purchase and assessing a company's financial strength. It also features a common-sense explanation of fundamentals and how to determine the appropriate policy.

About the Author Harold D. Skipper is Professor Emeritus of Risk Management and Insurance at The Robinson College of Business at Georgia State University in Atlanta, Georgia. Wayne Topping is a Fellow of the Society of Actuaries and Director of Product Management at the M Financial Group. He resides in Lake Oswego, Oregon.