



## Introduction to the Foreign National Market

Have you had the opportunity to work with clients from abroad? Ours is a growing industry, but some foreign nations are tightening the reins on their citizens. Because of that, many individuals (foreign nationals) want to navigate the world markets outside of their home nation or diversify their investments into countries with proven and robust economies.

This is challenging and complex, but it's also a very lucrative and rapidly expanding market. Elite Marketing is working in tandem with a few strong and effective carriers to navigate the intricacies of these cases. We have the resources and information to help establish a client's connection to the U.S. in order to meet the carrier's requirements to write a domestic policy.

Let us share our expertise and connections to help you establish a profitable new market in this sector. Contact us today for more information.

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## Looking to increase sales in the Business Insurance Market?

Many buy-sell agreements are triggered by death, yet a staggering number of businesses do not have a buy-sell agreement ready for such an event. In addition, a large number of those agreements are not funded by life insurance, while many that remain underfunded. Making sure that a client has a properly funded, well-structured buy-sell agreement could make the difference between a smooth transition and financial disaster.

### Consider:

- In 2015, pre-retiree business ownership totaled \$4 trillion
- Only 44% of businesses have a buy-sell agreement in place
- Only 25% of buy-sell agreements reviewed are fully funded by life insurance
- Only 6% of agreements reviewed reflect a current fair market value of the business

### Learn how to open doors with a buy-sell review:

- How to prospect
- How to approach
- What questions to ask
- How to consult
- How we can support you!

Contact Chris Salge at 713-507-1041



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