

Edward Jones

04/202

Eric,

I wanted to thank you for taking the time to run through an option that I had not seen or heard of as a Financial Advisor with Edward Jones. I have reviewed all types of insurances for my clients and as important for myself and my family. I also have gone through many long term care policy options for them and myself as well. The Globe Life Family Heritage plans fill a spot that I was not able to protect against for my family. I still have long and short term disability insurance, life insurance and coverage for long term care but what I like about the Globe option, is if I have some type of medical issue that is not long enough to go on disability but enough to keep me out of work I had no coverage in those spots. This product covers for my wife and I, if we are in the hospital to receive funds, due to that we may not be able to earn the same income since we are not in the office or at work. I also felt that in my career, the odds of me having an accident that would not allow me to go back to work and be on long term disability was not high and this again filled that gap. The cost was similar to disability insurance, but, the biggest difference is if I don't use it, I get my premiums returned. That was the game changer for making the choice for my wife and I to get policies through Globe and as important working with you. We appreciate your time, your work and how easy you made it for a couple of busy folks.

Thank You

Mike and Jen Stefan

Mike Stefan
Financial Advisor
Edward Jones