

www.lifeinsurancemyths.com

Truth is in. Myths are out.



Albert Einstein flunked math in high school.

Quite false: Einstein consistently earned top grades in math; but the idea that one of history's great scientific geniuses flunked a class makes the average student feel a whole lot better. The same self-consolation makes people willing to believe that "whole life insurance is too expensive." But when evaluating insurance, you have to consider not just what the premium costs, but also how long you want coverage. For longer periods — an entire lifetime — whole life insurance is substantially less costly than 'cheap' term.

Be in the KNOW—Visit www.lifeinsurancemyths.com

Additionally, reply to this e-mail to set up some time to expand the conversation about life insurance with your trusted Guardian representative.



GUARDIAN[®]

**The Guardian Life Insurance
Company of America**
7 Hanover Square
New York, NY 10004-4025