



TAYLOR METHOD™

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FAILURE
is not an option

I had a
DREAM





The beginning
MY STORY

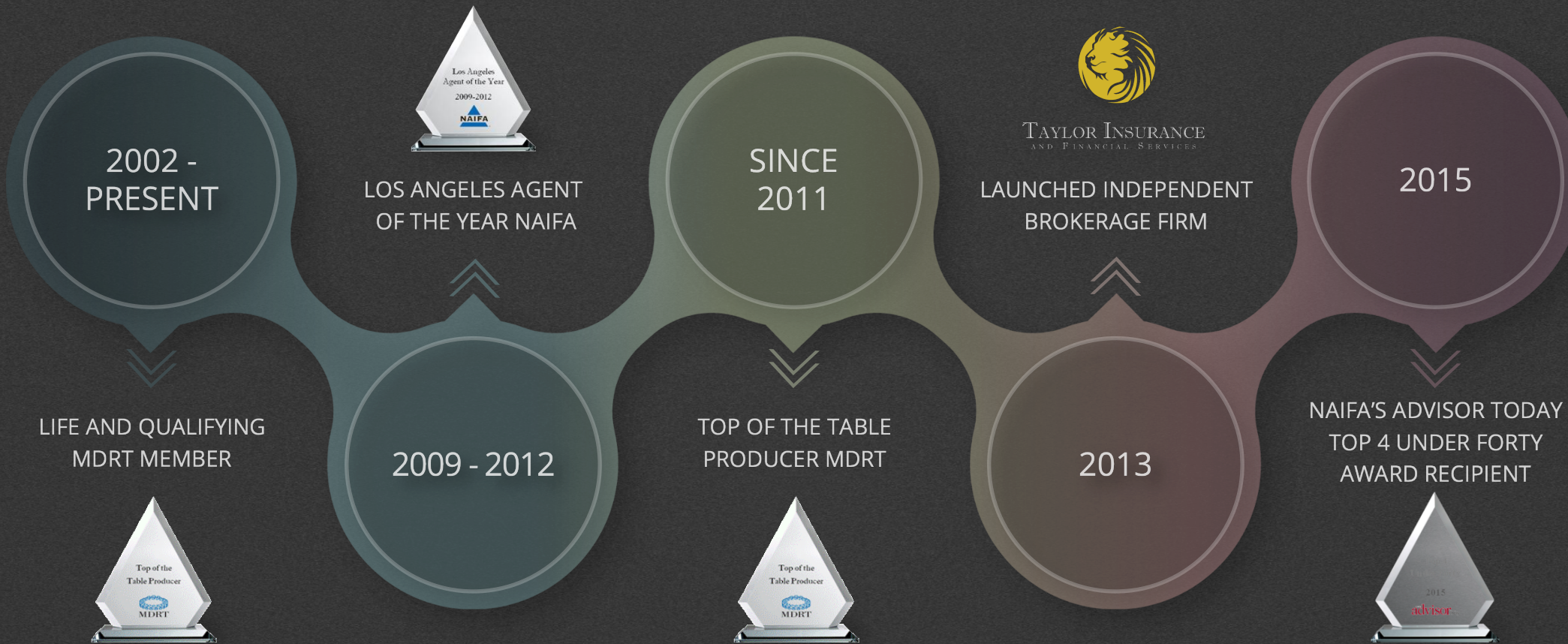




EVERYONE
WANTS TO BE
SUCCESSFUL
UNTIL THEY
SEE WHAT IT
ACTUALLY
TAKES

GREATNESS
is not an accident

MY ACHIEVEMENTS



2015 THE RELEASE OF  TAYLOR METHOD™

industry CURRENT STATE

1

Most of the nation's 300,000+ financial advisors are over the age of 50; less than 5% are under the age of 30.

2

Every year for the next ten years, 12,000 to 16,000 financial advisors are going to retire. The rate of replacement simply isn't keeping pace.

3

The Department of Labor's Bureau of Labor Statistics predicts that personal financial advisor jobs will be among one of the fastest-growing jobs in the nation over the next ten years at a rate of 27%. Compare that to the 11% growth rate for all U.S. occupations over the next ten years.

Seize the OPPORTUNITY

1

A large number of U.S. adults (39 percent) don't currently have life insurance – and among those who do, many (36 percent) acknowledge they don't completely understand their policy.¹

2

85 percent of consumers agree that most people need life insurance, yet just 62 percent say they have it.²

3

44 percent of U.S. households had individual life insurance as of 2010 - a 50-year low. In 1960, 72 percent of Americans owned individual life insurance. In 1992, 55 percent owned it.³

4

40 percent of Americans who have life insurance coverage don't think they have enough.⁴

5

70 percent of U.S. households with children under 18 would have trouble meeting everyday living expenses within a few months if a primary wage earner were to die today. 4 in 10 households with children under 18 say they would immediately have trouble meeting everyday living expenses.⁵

6

\$15.3 trillion: Estimated unmet life insurance need in the United States.⁶

Sources:

- (1) insuranceQuotes.com
- (2) LIMRA's Life Insurance Barometer Study 2013
- (3) www.quotacy.com/life-insurance-statistics-that-you-need-to-overcome/
- (4) Genworth LifeJacket Study 2011
- (5) LIMRA Household Trends in U.S. Life Insurance Ownership, 2010
- (6) LIMRA's 2012 report "Closing the Insurance Gap: One Household at a Time"

Seize the **OPPORTUNITY**



Life Insurance & Your Mindset

1

Permanent Life insurance is the only type of insurance you are guaranteed to use.

2

Relaying the Value Proposition - Who really needs who?

3

Legacy – Your Great Grandfather.

4

Focus on being a problem solver rather than a product seller.

5

People buy life insurance for two reasons: Need or Greed.

6

Life insurance is sold, not bought.

7

Highlight the value proposition, not the product itself.

The Tale of **TWO WIDOWS**



My Experience with the Widow left
with No Life Insurance or Financial
Planning



LIFE INSURANCE



FINANCIAL PLANNING



My Experience with the Widow left
with Plenty of Life Insurance and
Prudent Financial Planning

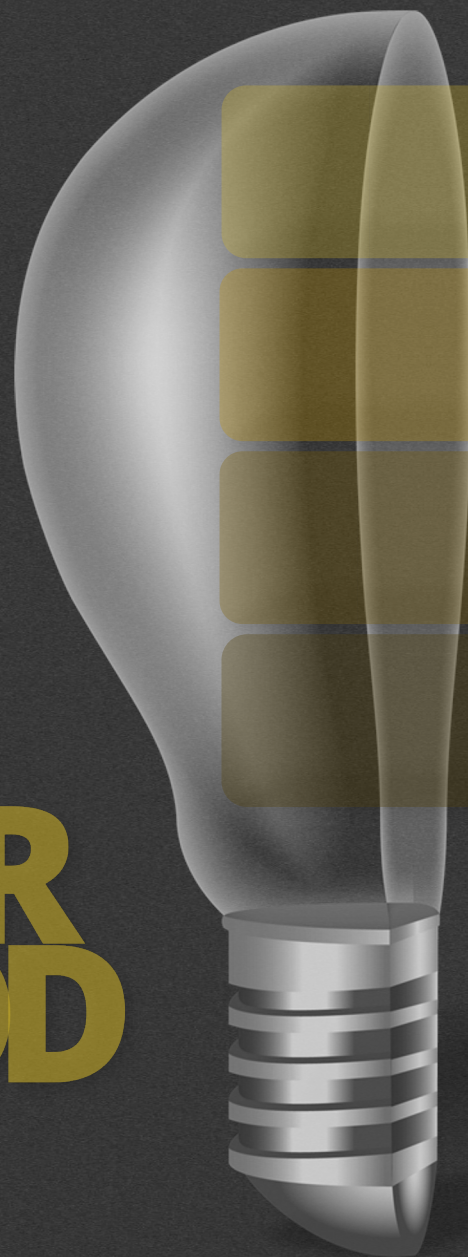


LIFE INSURANCE



FINANCIAL PLANNING

THE TAYLOR METHOD



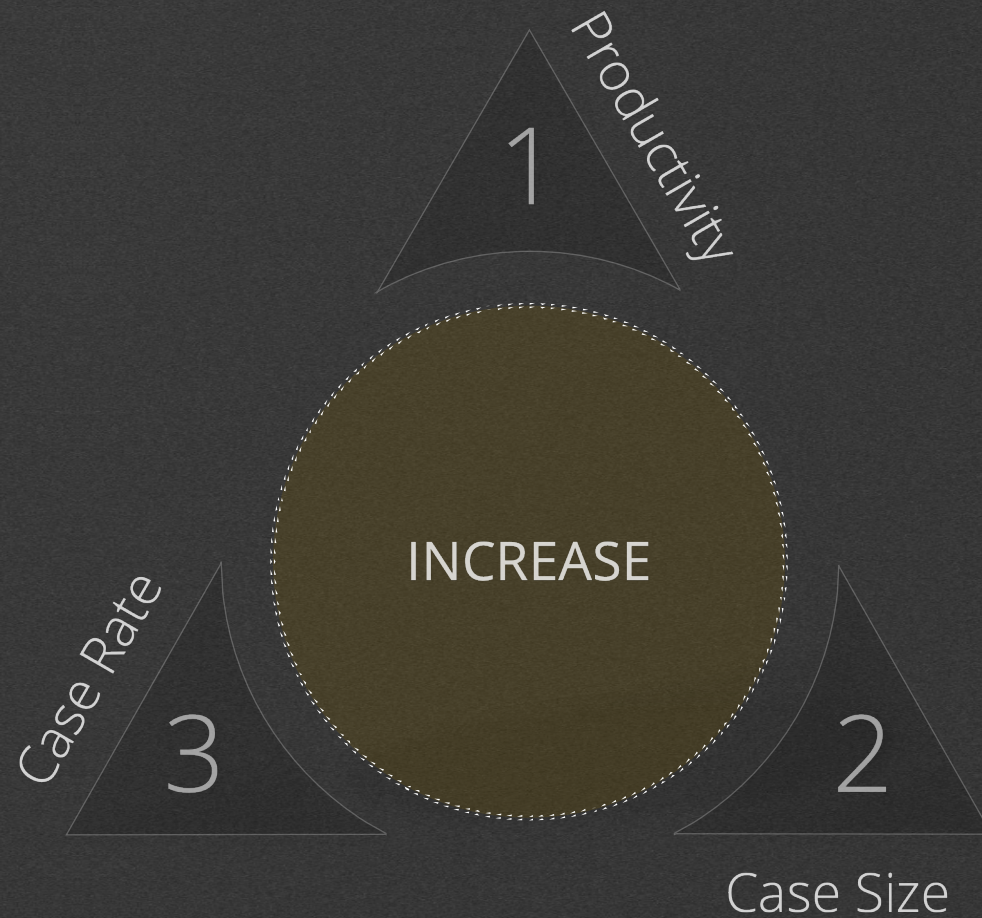
THE APPROACH

THE FACT FIND

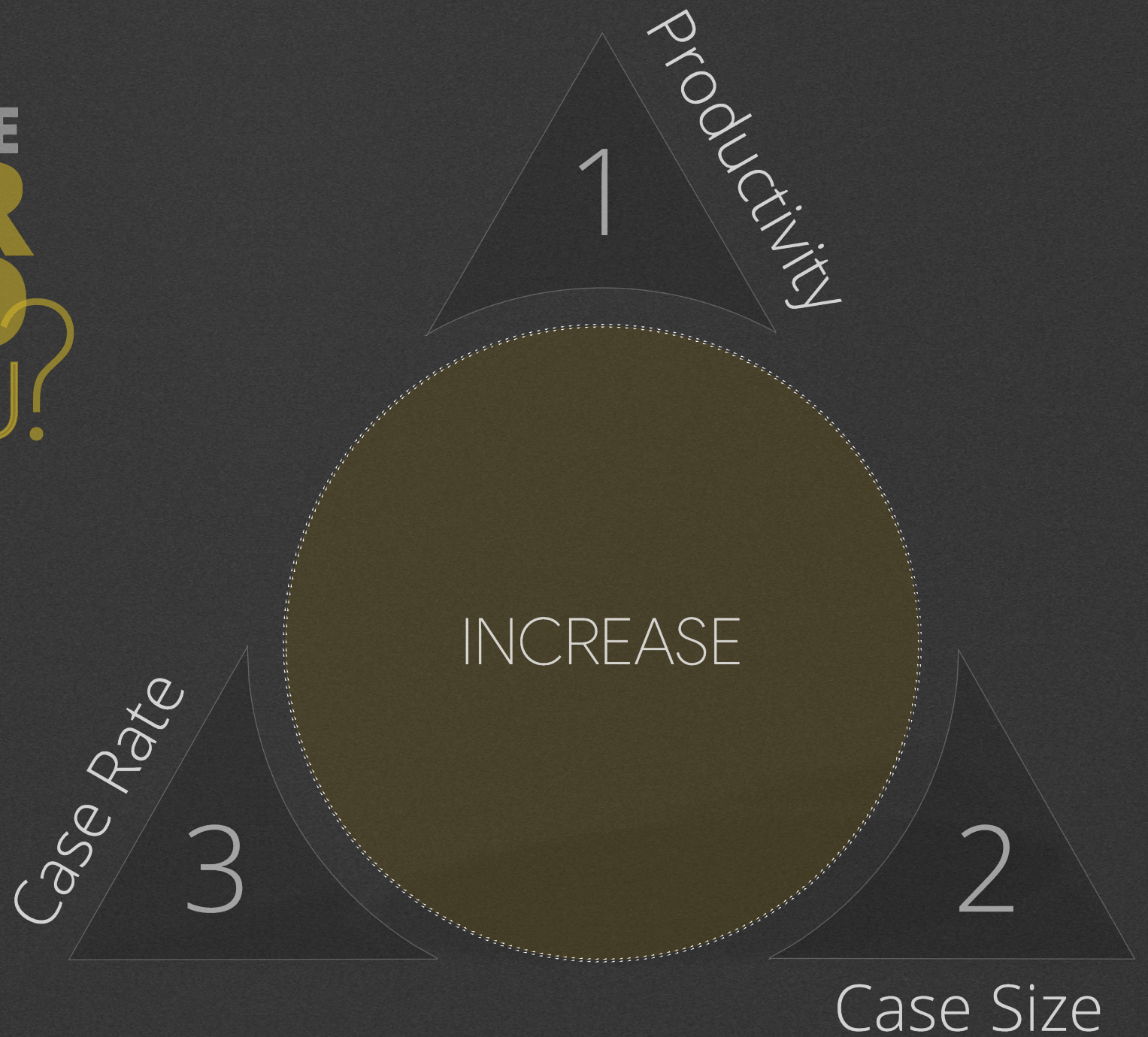
THE OPPORTUNITY

THE CLOSE

WHAT WILL THE
**TAYLOR
METHOD**
DO FOR YOU?



WHAT WILL **THE**
TAYLOR
METHOD
DO FOR YOU?



leave it to
C.H.A.N.C.E



Courage



Hard Work



Aptitude



No Excuses



Character



Expectation



Don't
Ever give up

You Never Know How Close You Are...
Never Give Up On Your Dreams!

A black and white photograph of a hand holding a glowing lightbulb. The background is a blurred image of a person's face. Overlaid on the image is a network of white lines and dots, with some dots containing small icons like a lightbulb, a gear, and a person. The text is centered over the lightbulb.

Success is at your fingertips...
You just need to reach out
and grab it!



INSANITY

Doing the same thing
over and over again and
expecting a different result.

Q&A + SPECIAL OFFER
For Today's Attendees ONLY!

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**24 HOUR
SPECIAL**

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