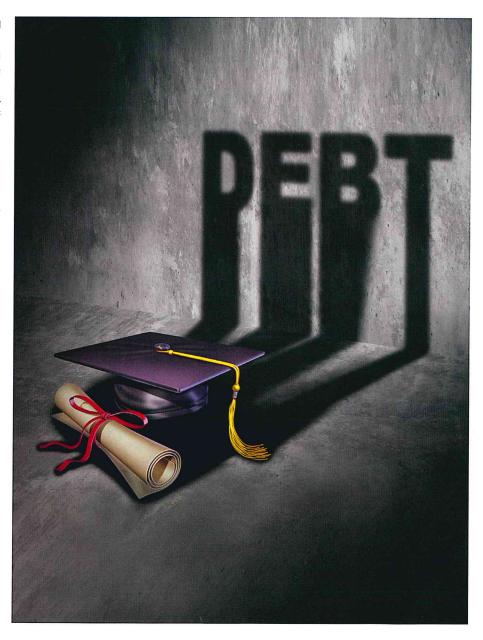
Medical Management Company 597 E. Green Street, Suite 201 Pasadena, CA 91101 (626) 796-6113

Protecting Your Family From Student Loan Debt with Life Insurance by Brendan Farrelly

here's nothing quite as exciting as getting accepted to college, but funding that education with a student loan is a much less enjoyable experience. Taking out a student loan is a huge decision and comes with potentially devastating consequences if the proper precautions are not taken before signing on the dotted line. Have you ever thought about who might be responsible for your debt should the unspeakable occur?

Take the story of the Mason family, who were thrust into the news in 2014. Five years earlier, Steve and Darnelle Mason's 27-year-old daughter Lisa died suddenly of liver failure, according to a CNN Money report. Steve and Darnelle immediately took Lisa's three children into their home, but quickly realized that the financial burden stemming from Lisa's passing would be difficult. Lisa had left behind roughly \$100,000 in private student loan debt, which Steve and Darnelle were now responsible for repaying. Saddled with extra expenses of taking care of Lisa's kids, the couple immediately fell behind on their payments, and the balance on the loans doubled to more than \$200,000 after accounting for late penalties and interest.

With the help of hundreds of micro donors through a GoFundMe page, the Mason family was able to reach their funding goal and has gotten their financial lives on track. But the years of financial heartache could have been avoided had Lisa taken out a life insurance policy.



Life insurance is usually the last thing on your mind when sending a loved one to college. But if you are cosigning on their student loan, life insurance could bail you out of financial devastation should you unexpectedly take responsibility for a mountain of debt. "I absolutely wish we had [a life insurance] policy," Steve Mason told CNN Money. "We would not have struggled financially for the past four years with these private student loans, and our credit would not have been ruined."

THE EVER GROWING MOUNTAIN **OF STUDENT DEBT**

The Masons were not the first, and surely will not be the last family to be financially burdened with the student debt left behind by a loved one. The national student loan debt today is at a frightening level of about \$1.3 trillion. College tuition is rising, and total student loan debt is growing at a rate of \$2,726 every second, according to MarketWatch. In the second quarter of 2015, the average monthly student loan payment was \$351 for those between 20 and 30 years of age, according to the Federal Reserve Bank of New York's Consumer Credit Panel data. Would you be able to seamlessly cover such a monthly payment if the unspeakable happened tomorrow?

The good news is that student loans from government programs, which represent a majority of total outstanding student debt in the U.S., are forgivable in the event of an unexpected death. But for loans from a bank or other private lender, the outstanding balance must be repaid in full by the loan's co-signers under the agreed upon terms.

LIFE INSURANCE TO THE RESCUE

This is where a life insurance policy can come to the rescue. With the cosigner of a student loan as the beneficiary of the child's life insurance policy, the payout can be used to repay the debt in the event of an unexpected death. After the sudden passing of a loved one, relieving yourself of the financial burden they leave behind can be an enormous help. It may mean you won't have to deal with pesky debt collectors, your credit will not be ruined,

and your retirement funds will remain intact. Not only can you potentially rely on the policy to provide coverage for payments, but also, life insurance is very affordable.

There are financial advisors that specialize in setting up appropriate life insurance policies for college graduates who are saddled with student debt. Advisors typically look at the outstanding balance on the loan, the student's assets, and projected future income to determine the adequate amount of necessary coverage. If you are interested in finding out for yourself, there are countless life insurance calculators to help figure out what policy is best for you. If all goes according to plan, and the student is able to repay their student loan, they'll also be left with a nice cash value supplemental whole life insurance plan, which is a great asset to have.

COVER ALL THE BASES WITH DISABILITY INSURANCE

Another overlooked scenario - and one that is usually more common than a young adult dying - is a debilitating injury that forces you to step away from the workforce. A life insurance benefit will not kick in unless a policyholder has died, so what do you do when you are injured or too sick to work and thus repay your student loans? Disability insurance is a viable option to protect your assets and credit against such an unfortunate situation. Depending on your profession, financial advisors can help find discounts or guaranteed standard issue programs to help mitigate the costs when purchasing a disability insurance policy.

A TOUGH CONVERSATION

At such an exciting time in your child's life, discussing a topic as grim as life or disability insurance is probably the last thing on your mind. But the unexpected happens every day. It is better to be prepared for a rainy day. If you are a student headed to college or graduate school, think about who might take on your financial burden should something happen to you. If you are a parent sending you child away for the first time, protect yourself from potential financial ruin should the unspeakable happen to your loved one. *

- CalBrokerMag.com -

Brendan Farrelly is vice president of Trew Financial & Benefits Group. He is affiliated with Penn Mutual. locally known as Sterling Wealth Strategies, in La Jolla, CA. Brendan helps clients with prudent risk management techniques, and uses innovative software tools, including eMoney Advisor and LEAP. He graduated from San Diego State University with a degree in Economics with an emphasis in Finance in 2002. As a Certified Fund Specialist, he provides continuing education in several communities. He serves on the Board of Directors of ElderHelp of San Diego. He is also active in several national and local organizations. His personal interests include spending time with his family, playing soccer, and going snowboarding, surfing, golfing, and traveling.

To reach him, email brendan_farrelly@trewgroup.

com, or call 858-248-0319.

1 Publication Title	als Publications Except Requester Publicat 2 Publication Number 2 Faing Date
California Broker Magazine	0 8 8 3 _ 6 1 5 4 09/15/2019
4 Issue Frequency	5 Number of Issues Published Annually 6 Annual Subscription F
Monthly	13 21.00
7. Complete Mailing Address of Known Office of Publication (Not	
	Ric Madden
217 E. Alameda Ave., #207, Burbank, CA 915	
 Complete Mailing Address of Headquarters or General Busines 	s Office of Publisher (Not printer)
217 E. Alameda Ave., #207, Burbank, CA 915	
217 E. Alameda Ave., #207, Burbank, CA 915 Full Names and Complete Maling Addresses of Publisher. Edi	
Publisher (Name and complete making address)	or, and warraging Editor (Cornor ease (Care)
Ric Madden, 217 E. Alameda Ave., #207, Burb.	
Editor (Name and complete making address)	in, CA 91302
Kate Kinkade 22764 Chamer Lane, Topanga, C.	A 90290
Managing Editor (Name and complete mailing address)	
Leila Morris 6850 Whitake, Van Nuys, CA 9140	3
O Owner (Do not leave blank. If the publication is owned by a co	poration, give the name and address of the corporation immediately followed by t
names and addresses of all stockholders owning or holding 1.	percent or more of the total amount of stock. If not owned by a corporation, give the
names and addresses of all stockholders owning or holding 1 names and addresses of the individual owners. If owned by a each individual owner. If the publication is published by a non-	percent or more of the total amount of stock. If not owned by a corporation, give the outfreship or other unincorporated firm, give its name and address as well as tho rofit organization, give its name and address.)
names and addresses of all stockholders owning or holding 1 names and addresses of the individual owners. If owned by a each individual owner. If the publication is published by a non-	percent or more of the total amount of stock. If not owned by a corporation, give the partnership or other unincorporated firm, give its name and address as well as tho
names and addresses of all stockholders owning or holding 1 names and addresses of the individual owners. If owned by a each individual owner. If the publication is published by a non-	percent or more of the total amount of stock. If not owned by a corporation, give the outfreship or other unincorporated firm, give its name and address as well as tho rofit organization, give its name and address.)
names and addresses of all stochholders owning or holding 1, names and addresses of the individual counts if owned by a each individual count if the publication is published by a non- full Name McGee Publishers, Inc. , Ric Madden	percent or more of the total amount of stock. If not owned by a corporation, pive to matherate or other uniccorporated firm yet to name and address as well as the volfst organization, give its name and address.) Complete Mailling Address 217 E. Alameda Ave., #207, Burbank, CA 91502
names and addresses of all stockholders owning or holding 1 names and addresses of the individual owners. If owned has each individual owner. If the publication is published by a non- full Name.	percent or more of the total amount of about if not owned by a corporation, over the contribution of the unicorporated firm, give at name and address as well as tho notific organization, give its name and address.) Complete Mailing Address
names and admisses of all totalholders owning or holding 1, names and admisses of the individual counts if owned by a each individual countri if the publication is published by a non- full Name McGee Publishers, Inc. , Ric Madden	percent or more of the total amount of stock. If not owned by a corporation, pive to matherate or other uniccorporated firm yet to name and address as well as the volfst organization, give its name and address.) Complete Mailling Address 217 E. Alameda Ave., #207, Burbank, CA 91502
names and admisses of all totalholders owning or holding 1, names and admisses of the individual counts if owned by a each individual countri if the publication is published by a non- full Name McGee Publishers, Inc. , Ric Madden	percent or more of the total amount of stock. If not owned by a corporation, pive to matherate or other uniccorporated firm yet to name and address as well as the volfst organization, give its name and address.) Complete Mailling Address 217 E. Alameda Ave., #207, Burbank, CA 91502
names and admisses of all totalholders owning or holding 1, names and admisses of the individual counts if owned by a each individual countri if the publication is published by a non- full Name McGee Publishers, Inc. , Ric Madden	percent or more of the total amount of stock. If not owned by a corporation, pive to matherate or other uniccorporated firm yet to name and address as well as the volfst organization, give its name and address.) Complete Mailling Address 217 E. Alameda Ave., #207, Burbank, CA 91502
name and addresses of all post-holden coming or holder of a coming and addresses of the moderal developed in Service by a coming and addresses of the moderal coming of the addresses from the coming of the addresses of the addresses of the first Name McGee Publishers, Inc., Ric Madden	evened of new of the tible smoot of tible. Find comed by a copyrisotic part of the property of the come of the tible smooth of the come o
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	exercited in one of the East amount of East. Find General by a exploration great from the Committee of the C
name and addresses of all dischloring councy or cody? I see the control of the resolution sees a property of the resolution sees a property of the resolution sees and the resolution of the res	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented of new of the Edit smouth of Basic Find commed by a coprisioning up the find of the Edit smouth of Basic Find commed by a coprision of part of the Compress Making Advances 217 E. Alameda Avre., #207, Burbank, CA 91502 217 E. Alameda Avre., #207, Burbank, CA 91502 Compress Making Advances of Stories Avre., #207, Burbank, CA 91502 218 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502 219 E. Alameda Avre., #207, Burbank, CA 91502
neme and adhlesses of all blockhoders covering in receipt in seat receipt and any of the properties of the control of the seat receipt and the comment of the comment of the Modern Publishers, Inc., Ric Madden Ric Madden Ric Madden 11 Known Burnstoners Notingsiese, and Oner Security Inches Court Burnstoners Notingsiese, and Court Security Inches Court Burnstoners Notingsiese, and Court Security Inches Court Burnstoners Notingsiese, and Court Security Inches Court Security (Inches) Court Security (I	evented on not of the tible should of book. Find comed by a copyrison god in form of the properties, page 1 and advantage 1 and advantage 1 and a properties of the page 1 and a page 1 and 1 a
nerse and adhitester of all blockholders junerige in obey? I seek in Anhald order if the Anhalders in Anhalder ower if the Anhalders in	evented on not of the tible should of book. Find comed by a copyrison god in form of the properties, page 1 and advantage 1 and advantage 1 and a properties of the page 1 and a page 1 and 1 a

2 Nutrition Tile California Broker Magazine 5 Estert and Nature of Circulation		14 Issue Date for Circulation Data Below September 2016		
		Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Dat	
a Total Numb	a Total Number of Copies (Net press run)		25428	25650
b Paid Circulation (By Mail and Outside the Mail)	(1)	Mailed Outside-County Paid Subscriptions Stated on PS Form 3541 (include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	19273	. 19277
	(2)	Mailed in-County Plad Subscriptons Stated on PS Form 3541 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	5724	5721
	(2)	Paid Distribution Outside the Mails Including Sales Through Dealers and Camers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS®	0	0
	(4)	Paid Distribution by Other Classes of Mail Through the USPS (e.g., First-Class Mail*)	0	0
c Total Paid Distribution [Sum of 15b (1), (2), (3), and (4)]		24997	24998	
Rate Distribution (By Mail and Outside the Mail)	(1)	Free or Nominal Rate Outside-County Copies included on PS Form 3541	0	0
	(2)	Free or Nominal Rate In-County Copies Included on PS Form 3541	0	0
	(3)	Free or Nominal Rate Copies Mailed at Other Classes Through the USPS (e.g., First Class Mail)	100	50
	(4)	Free or Nominal Rate Distribution Outside the Mail (Camers or other means)	150	500
e Total Free or Nomnal Rate Distribution (Sum of 15d (1), (2), (3) and (4))		250	550	
1 Total Distribution (Sum of 15c and 15e)		25247	25548	
g Copies not l	Destri	buted (See Instructions to Publishers #4 (page #3))	181	102
h Total (Sum	220	f and gi	25428	25650
Percent Paid (15c divided by 15f times 100) you are claiming electronic copies, go to line 16 on page 3. If you are not claiming electronic copies, sa		99%	97%	