

## AMG's Monthly Newsletter

Here's the latest news from around our office and industry. Contact us with any questions. We look forward to serving you!

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### Life Insurance for All Times in Your Life Sam Massey Jr.

What is the best type of Life Insurance policy? That's an easy one...the best type of life insurance policy is the one that's in-force when you die. That's as complicated as life insurance needs to get. As agents, we tend to muddy the waters by focusing on all the different types of product solutions. Our marketers can help you choose the best product solution for a certain client situation. An easier way to narrow the insurance universe for your clients is to familiarize yourself with the reasons why a client might need insurance based on their stage of life. I can't think of many reasons or situations why people shouldn't have life insurance but I can think of numerous reasons why they should.

For that reason, I've compiled some of the top reasons clients need life insurance based on their stage of life. [Click here](#) for

the full article.

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**Prudential**

### Retirement Readiness: The Effects Housing Debt Has on Your Retirement

**A Client Article from Prudential**

If you do any type of client marketing (social media, newsletters, etc), Prudential has an arsenal of material you can use. Visit the website [here](#) to see what's available or use their recently-released article, "Because there's no place like home." See the following excerpt or [click here](#) to be taken directly to the full article.

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There is a new threat to your dream of an enjoyable retirement. It's not a stock market correction after the long bull market - it's your housing debt.

While a traditional vision of retirement may evoke thoughts of travel, golf, volunteering, learning a new skill or language, and quality time spent with grandchildren and lifelong friends, that thinking may need to expand. For the vast majority of Americans, being able to remain in one's home for as long as possible is also a critical goal - one which many take for granted. In a recent survey, approximately four out of five mid-life and older adults indicated that they would like to stay in their current residence for as long as possible. However, this goal is at risk for many. The reason may surprise you....

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## 40th Annual Massey Classic Seminar & Golf Tournament

It's hard to believe that our annual Massey Classic Seminar and Golf Tournament is in its 40th year. We hope that you'll save the date for September 21-22, 2017 at the Athens Country Club as we celebrate this major milestone. You won't want to miss Andy Ullrich share his story of growing up in Cuba and escaping during the freedom flights at the height of the Cuban Revolution. Additionally,

the meeting will provide you with 4-5 hours of CE and we're also hosting an ["On the Ball" contest and drawing](#). Look for formal invitations from AMG, or contact Tracy Zelienga at [tracy@amgida.com](mailto:tracy@amgida.com) or 706-543-7346 with questions.

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### Enjoy a Recipe from Our Kitchen!

If you're stuck in a food rut and want to try something different, Dana Leyva sent in a dish that she said was a favorite of hers growing up. It's an old German dish called [Beirocks](#), and it was one of their go-to comfort foods at her house. We hope you'll enjoy it!

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### Other Important Links

- Happy Birthday to our agents! ([August Birthdays](#))
- [Monthly Rankings through June and Leaders Conference Standings](#)

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