

# SUSTRATE Jenni

## why I stay motivated in the busy life of today!

**At the end of the day, I like to say that I give people money - and it's true! When a death, accident or illness occurs I am the one that shows up to deliver your family a cheque in a time when money is needed most. You might wonder how a young, vibrant gal like myself stays in an industry that may seem boring and old! Here's my story:**

My stepfather was a very humble man with humble means. When I approached him about getting life, disability and critical illness he considered it, but at the end of the day declined it due to his income. A couple of years later, he had a tragic accident. This accident caused a brain injury and he fell into a coma for three months. When he woke, due to the brain injury he could not walk, talk, eat or take care of himself. I watched as my mother stayed by his side day after day and helped him to rehabilitate himself. She had to take a lot of time off work to take care of him, which did not help the financial situation much.

Tragically and out of nowhere, a year after his accident, my stepdad had a heart attack and passed away. My mother was a ghost for two years and has never been the same since. No amount of money can determine his worth to our family but I can tell you from experience, insurance money would have definitely helped them get through his year of disability and the two years it took my mom to recover from his death.

Another story:

A dear friend of mine lost her life suddenly. She left behind a very young family without given the chance to say goodbye. Can you imagine? No amount of apologies, money, love or tears will bring her back. Now imagine the dad who has to raise these children all by himself. Life insurance would have definitely helped this family to get by during a very hard time in their lives.

I know that insurance money can make such a huge difference in someone's life! With my 7 ½ years of experience in this industry and with my processes in place, I help families get the right solution for their specific needs. I work in partnership with families who have children and are concerned about making sure the family is taken care of in case anything should happen. I also work with business owners who are looking for a solution to funding their Shareholder Agreements as well as Tax and Estate Planning."



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