



Episode 3

Life Insurance: The Least Talked About Pillar

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Jae Hugh: Hello, and welcome to the let's talk wealth podcast. I'm your host, Jae Hugh on today's episode, we got some big things going on. The young lady that is on our podcast today is not only an author. She's not only a real estate mogul, she's not only knowledgeable about today's topic, life insurance, but she's also heavy hitter in the social media game.

She is a pro and I'm so excited to have her here. that young lady we're talking about is none other than Jamesia Johnai, Jamesia. Welcome to the show.

Jamesia J: Thank you. Thank you so much.

Jae Hugh: So, you know, we're happy to have you here . But something I didn't tell you before we started recording here was that I have a little trick up my sleeve that I asked every guest.

So the question is this. Okay. so the question is this. When it comes to wealth, what is one of the biggest, best kept secrets you've ever given or gotten as advice when it comes to building wealth .

Jamesia J: when it comes to wealth, the best advice I'm ever gotten, that's a good one I'm trying to think about.

So that's. Can I pick more than one?



Jae Hugh: Hey, look, your time

to shine. What you got.

Jamesia J: First thing is, I went to a conference and a woman said that wealthy people are in control of their own money. Never put yourself in a position where somebody else is in control of your money. To make that make sense when we think about, and I'm not against any these things, don't get me wrong.

When we think about a 401k for some avenues that we put our money in. We can't always do what we want to do with our money. So that means somebody else is in control of our money. So that's something that stuck with me when it comes to building wealth, making sure you're in control of your own money.

And then the famous Warren buffet rule number one, never lose money. Rule number two, never forget rule number one are putting ourselves in a position. People are investing in doing a stock market forex, all of these things to you have the potential to lose money when they don't have a solid financial foundation yet.

So I think that we're taking some of the advice and running with it too soon, but when it comes to wealth building right now off the cuff, those are. Two things that stood out for me.

Jae Hugh: Okay. Never lose control of your own money. And then of course, words from the great Warren buffet never lose money and rule number two, refer to rule number one.

Jamesia J: Right, why lose money.

Jae Hugh: And you know what? That is funny because I see so many posts, especially now about learning how to, or how to do Forex trading and all of this great things, but like, Why learn how to do that when you don't know the basics

of management when it comes to money in the beginning, you know what I mean?



It's so many people are trying to tell people like, Oh, let me teach you how to do this, but you're not teaching them the basics. It's like, let's learn the basics first. So keeping with that theme of learning the basics first, So that my audience can feel as though they know you as well as I do.

let's first start with, how did you get into life insurance?

Jamesia J: So I've been around life insurance grew up around it. So our life insurance agent used to come to our house, well, my mom's life insurance agent. When I was younger, used to come to my house. So my parents have that basic understanding of you need to have some permanent life insurance.

Ironically, a gentleman I dated in college, he became an agent right out of college. And, in my early twenties, I worked for him. For a period of time, but I never saw myself or thought about myself as a insurance agent. Right. So as you know, I'm a real estate agent. Another realtor approached me about being a life insurance agent.

I'm like, let me figure out who I am in real estate before I have brand confusion. But when I came to understand that if you Google wealth pyramid wealth foundation, anything about the foundation, when it comes to wealth, you're going to find life insurance, disability insurance, health insurance and like emergency fund.

So when we think about building our financial homes, So many people are building their financial home from the top down and not from the bottom up. So I'm working with people that are looking to buy homes that are invested in the stock market already, but they don't have life insurance and they don't have a substantial amount of savings.

So we're literally starting out upside down. Home ownership is one of the roles to wealth or real estate ownership. But we don't have that solid foundation. So



being able to educate my clients on the real estate side, and then just people in general, the foundation of wealth is protecting your asset.

Right? So life insurance companies protect assets and debt. I am an asset to my household. My income takes care of my household, not life insurance, insurance. Companies in general, per se assets and debt. So when it comes to life insurance, I'm an asset to my home. That's that foundation. If something happens to me, whether I pass away in some carriers have things for in life, my child will have.

If I pass away today, my kid would inherit over \$1.5 million. Tax free money.

Right? So that's why I got into life insurance. It's more, I lead by education. So the educational piece and being able to share something, everybody needs it.

Jae Hugh: that's right. I know that's right.

Because for a long time and in my youth, especially like that, I want to say that 16 to like 25 range. It was like, yo, like. I'm healthy. You know, I was doing some stuff I wasn't supposed to be doing. Don't get me wrong, but I was healthy. You know what I'm saying? You know what I'm saying? So life insurance, wasn't, it, wasn't a concern for me.

Right. And I know a lot of people feel that way. Even today in our thirties, forties, fifties, I'm not going to say how old I am, but I know a lot of people kind of look at life insurance, like car insurance, like it's just in case. And I don't need it because I don't benefit from it now. Right. And I think that's part of the problem with the culture in itself is that we're grown to only think about the now, right?

Like you just said, you know, if you were to pass away today, your kid gets 1.5, right? There are so many families who deal with death, and literally to vary them, put that many members in debt. Right. I saw a sign. I saw a sign a couple of days. Yeah. a funeral home had a sign on a bench and it said funerals as low as like 3,700 cremation as low as like 800.



Now I know it sounds like it's a lot of doom and gloom right now, but I promise you I got appointed, but essentially the one thing we're guaranteed is that eventually we're going to leave. Right. That's the one thing it's the only way out the game. Right? So understand that this stuff costs money. And if you don't set it up while you're here, you put an extra burden on your child.

Now the great thing is you just made a post recently on Facebook, around that topic, right? Like I believe you said something to the tune of, if you were to leave today, are your kids set up for success or something?

Jamesia J: what would your kids inherit?

Jae Hugh: Exactly. Right. And that's the question.

So. You mentioned, you mentioned in your, in your intro, right? Inheritance and education. So let's talk about life insurance from the consumer point of view. And then let's talk about life insurance from an agent's point of view, cause I'm sure there's some people listening, right? That might be interested in getting their insurance license after they hear you talk.

All right. So we can start wherever you want to start, but let's start with the consumer point of view, as far as building that generational wealth and leaving something for our offspring and their offspring.

Jamesia J: Absolutely. So from the consumer point of view, first thing is yes. Some people will say I'm young, I'm healthy.

I don't need life insurance right now. That's not. And expense. I want second card for whatever reason. First thing that consumers need to understand is life insurance. Your premium is based on age, your sex, right? Male, female, because have a shorter men's life expectancy is shorter than women, right. And health.

So when it comes to building wealth, And, um, I won't go political, but if these, when these African American men and women are killed by the police and



everything, if all of these people had life insurance and the company started paying out that might shift some things may or may not meet don't know, right.

Jae Hugh: It'll shift some things.

Jamesia J: Right. So I have a client, so put things in perspective. My client has a permanent life insurance policy, one her six month old, granddaughter it life insurance, his whole life fixed universal index. Universal. Most people say whole life. We call whole life. The old insurance goal life is the first type of permanent insurance that existed known to me.

Right. And well, or index universal life policy has been around for about 75 years. She's ensuring her six month old grandbaby for \$35 a month. And she has \$147,000 a death benefit as a six month old. The goal is not for the baby to pass away. That's not the purpose of a permanent policy, her granddaughter.

So when you pay your premium on a permanent policy folk up, it goes for your life insurance because it's a death benefit, right? There's an automatic savings account attached to permanent life insurance policy so that she pays her premium. Her granddaughter is gaining cash back, right? The money in that cash bucket is growing anywhere from six to 12% compounded right.

Money in my savings account is growing at 0.01% interest.

Jae Hugh: Absolutely trash,

Jamesia J: right? It's not an investment vehicle. It's a life insurance policy. But when I tell you there are people with money that are towing the line and they're dropping money in here because when I go to pull the money out, it's tax free is because Sam is not getting any money from my cash.

If I pass away, when that zap benefit, it pays out that's tax free. Imagine somebody getting a 250,500,000 tax free. Then if they set it up properly, there's a book. What, what the Rockefellers do? So the Rockefeller family has been over funding, permanent life insurance for the last 100 years. What do I mean?



It's maybe it's premium is \$35 a month. That policy says, just for example, you can put an additional, a thousand dollars in here annually pop of the premium. Why would I do that? Because it's going. In that cash bucket of percentage of it. And it's growing six to 12% compound interest annually. And then I can pull money out of that cash bucket to go buy a house, to start a business.

To pay for college. So there's so much that can be done with permanent life insurance and I'm stressing permanent because there is also term life insurance, right? Insurance is basically you pay for it. If you don't pass away, you had it just in case it has place. I have term life insurance, you permanent.

One of the carriers that we work with a few carriers. If I were to get sick. So John, if you know anybody or anybody that's listening, if you know somebody who's had a heart attack cancer, my father colon cancer stroke, this policy will pay me out in life with living benefits. So you don't have to die to use life insurance.

It's not debt insurance. It's life insurance. And the living benefits that I'm talking about are not in the cash bucket. This is completely separate from the cash. These living benefits exist in term and permanent house. If you restart the types of reasons that people do go find these is for burial and medical bills.

So what they, life insurance policy with living benefits, for those who qualify, we can eliminate the need for go fund me for medical bills also for barrier. And you brought up something saying that I just talked to somebody yesterday, a loved one passed away, and there's no mind they're trying to, there's no money to bury or cremate at this point.

They're trying to figure it out. Right. We don't want to leave that burden prepared well by our kids on a lot of stuff. Right. So when I say \$35 a month for life insurance, if, when we had children and now that we know better, right. \$25 a month for a two week ago, as soon as they get yeah. Social security card and you only have to pay that premium for like 20 years.



Right. Don't have to pay permanent forever. If you start young, when you come to me and you're 40, you're 50, and let's be real. The trifecta in African American community has high blood pressure, diabetes and kidney disease, right to me now. And you have diabetes, high blood pressure, kidney disease, you smoke cigarettes.

Your insurance is going to be higher. Your death benefit is going to be lower. You may not qualify for living benefits. The younger you are, the healthier you are, the less it's going to cost. You can less than McDonald's coffee, whatever, and you can have life insurance on your life with living better.

Hello, to ensure that if anything happens to you in life or death, your household will be okay.

Jae Hugh: Exactly.

Jamesia J: Yeah.

Jae Hugh: Right. I mean, let's be honest, like there's no, there's no ifs, ands or buts about it sooner or later, something is going to happen to you where you're not going to be here. And life insurance. Is that vehicle that not only, it's not only like, like you just said, it not only provides for living benefits.

Right. It not only provides for the potential to have a nest egg, to start a business, to invest into real estate, to buy a house to live in. Right. Not only that, but. At the end of the road, what you're left with is money to leave behind which our people, right. Our community for a long time now has not done let alone having money to bury someone or cremate someone, but we don't have a house to leave our kids.

We don't have money to leave him. We don't have any type of asset to leave him. All we leave him with is our debt. That then those debtors comes to them in order to claim. And so I honestly, at this point in time, especially do with COVID and everything that's going on right now, the , black lives matter movement and everything.



I don't see a reason why someone wouldn't have. Life insurance, but let me ask you this for the person listening. That's like, okay, I hear you, even though I'm young, even though I'm healthy, it makes a little bit of sense to try to get it now. Right. But how do I know what the right policy for me is?

Like, what do you say to them?

Jamesia J: Yeah. So now with the right policy for you is it's literally setting up a consultation with. A financial benefits provider, a life insurance agent, myself. I am licensed in multiple States. We lead by education. So I'm literally sitting down with people and giving them an understanding of what a term is apart from ROP, figuring out what their situation is, what their budget and affordability, and then making the necessary.

That's a move forward. The thing with life insurances, I said it earlier, everybody needs it. Everybody may not want it at this time, but they need right. Um, great. You're young. I have, I've gone to funerals for seven days. Oh, children. I've gone to funerals for 39 year old men. Um, I'm in Chicago, right? We we've seen young children, teenagers and different things like that passed away.

And the reality is the money isn't there. You can get a policy on a child for as little as \$5 it's a month had to break the bank. And yes, you're young when Colby Bryant got into that helicopter, he didn't think 41 was

Jae Hugh: it. I know that's right.

Jamesia J: We don't know. I don't know. Do I plan my grandma's 88? I had a great lunch.

That was a hundred. My dad is in his seventies. The way it looks, Jimmy SIA will be here until she's 70, 89 years old. Great. But things happen. Right. And then the other point of that, that I talked about with the, if something happens in life, I know a young lady right now. She's in her mid thirties, she's had so many car accidents, none of them that she caused that she's in a wheelchair dealing with disability.



And she had a life insurance policy with living benefits, depending on her death benefit, she would have a monthly amount coming in to help pay for things. My grandmother ended up having Alzheimers. I have a friend who her mom. Ended up getting Alzheimer's in like her fifties and it hit her so quick and Grover those living benefits can help pay for a nurse to come in.

So one is being properly educated on what life insurance is and what it can do, and definitely understanding the wealth building aspect of it in life. As well as when we pass away, as you mentioned, and being able to leave something behind, because here's the thing. If it's a mortgage on my house, when I pass away my errors don't inherit.

It. That's the truth that covers that debt. If I, if my house is not paid in full Arizona automatically in here, and they can't automatically assume before you

Jae Hugh: that's the whole process, that is a whole process.

Jamesia J: But if I have enough life insurance, you know, it covers there.

Jae Hugh: cause I'll be honest. I mean, my mom already told me.

You know, her house isn't paid off just yet. I'm working to, be able to do that for her and retire her. But, she already tells me like, look, me and my brother, when I die, if the house ain't paid off, this how much insurance I got, make sure you take care of paying the house off so that there's no issues like.

And I think more parents need to have those conversations, right? We need to have those conversations with our kids about how to manage lump sums of money, how to manage money in general. Right. And then let them know look and evidently I'm going to leave, and this is what you will get. And this is what you should do with it.

Now, let me show you how to get it done. Now you mentioned the cash bucket with the savings of the life insurance policy. I know a lot of people are probably wondering, like with that cash bucket, how do I access it and what can I use it for?

Jamesia J: Yeah, absolutely. So great part about that cash bucket is it's your money.



So people use a bank account and you shouldn't have money in your bank. Can't afford emergencies because that money is liquid. Right? So we're talking about wealth building. There's a book called a laser fund. People figure out that are financially savvy, where they're going to put their money. They put it under a laser test, L S R T right.

Laser tech. It is my money liquid in the bank. Yes. It's liquid that cash bucket in life. Insurance is also liquid. Is my money safe. Yes. It's safe in the bank. It's FDI. See in short right insurance, the banking industry insurance companies are insured and protected. We have billions of dollars on the line, right?

The R is write a return in the bank. I'm getting 0.1 0.3. You may find, I want to give you one super percent, right? Life insurance, permanent policies, anywhere from like three to 12%. So I'm getting a rate of return on my money. Although the purposes get to benefit. When we're talking about permanent policy, you see that cash tax advantages.

That's the T for the lasers set. If I accrue interest up to \$10. So if my account gets at least \$10 worth of interest within a year in a bank, they're going to send me some sort of 10 99, whatever form to file taxes. Their life insurance money is tax free. When you access it, a permanent policy should have time to grow.

So you want to give it about five to eight years to mature. But once you've had it for a few years, depending on how you fund it, you pick up the phone and you call is it's my money. I want it now. And they're gonna send it to you direct deposit or check. And I say, there are no stipulations. There are no penalties.

There are no fees. You don't have to have a certain credit score. You don't have to have some sort of, and that speaking specifically, so 401ks in order to pull down money, if you're not 59 and a half, you have to have a reason within the limitations to pull down that money. And when you pull it out under 59 and a half years old, you're paying the penalty and you're also paying taxes.



Well over 59 and a half, you're only paying taxes on the money, but that money can be pulled at any time. There are ways to set it up where it doesn't have to be alone, even if you borrow. and that's case by case specific, perfect example, my first life insurance you want on the life insurance agent, right 24.

And I've had my son. I'm not worried, but if I were the mortgage. Farm 34. I go and buy a four unit building. I pull cash for the down payment. Right. I turn 37. I meet someone. No, and then a year later I

pulled down money for my dad. He wanted a Rolex. I'm like, I'm not going to procrastinate, but, so I paid a mortgage.

I put down a down payment and I've given to a Rolex one with my life insurance policy. Then I meet somebody that's like, you can buy a term and invest the difference. You should close this policy out. It sounded good. Behind side it's 20, 20, neither here nor there. When I closed that policy. Guess what happened?

John now borrow money three times. I never said I paid anything back. What do you think happened when I closed my file? Well, I would,

Jae Hugh: I would think that whatever was left in there, they would give you

Jamesia J: what was left. They sent me a check. My policy that I had, how I performed. I don't want people to say, you know what, if you pull it out and you don't have to pull it back, put it back.

It depends on how much you're pulling, how much was in your policy. But I literally got in the mail, never paying back a dime, never had to put anything on my taxes, even got this money. Life insurance is, Oh my God, it's so sexy. Like, that's another reason why I became an agent. This is the most affordable way to transfer well generation.

Jae Hugh: And let's be honest with the policy more times than not. You're going to pay less money into it than what you actually get out of it. Whether it's coming to you or going to your lineage, you're going to end up spending less money. Then what you actually get out of the policy. let's just be honest on that.



Jamesia J: you're right. The money that she put in versus how much money is illustrated, even worst case scenario that will grow in the cash bucket. It's not going to compare. And there were permanent policies. You can't have more money in your cash bucket than death benefit. So at a certain point, Your death benefit will start to increase because your cash usually catches up with your death benefit.

So I may be paying for 250,000, but depending on that list, it may be 350,000 of death benefit and with an idea, that benefit in cash, but it will pay out. So my air, whatever is left in the cash bucket versus what's been taken out both of those. Buckets will pay out to my ear. This is the most, we talk about wealth building life insurance.

It's the foundation for so many reasons. Imagine if all of us, when our grandparents or whoever passed away, if they left a hundred thousand 200, either \$50,000 outside of what's burying them. As seed money it's Romar that I've seen conflicting stories, but there's a story that says that masterpiece started no limit because somebody passed away and there was.

Does that benefit. And he took that some thousand and decided to start a business. Right. And I'm back in touch on something that you mentioned, not only teaching our kids what to do with money, but having a will and a trust set up, definitely there and weddings bring out the worst in people.

Jae Hugh: It does. It does.

Jamesia J: So having something specifically pancreas, so a will or trust specifically concrete, and I'll use this example, Vanderbilt and Rockefeller, same time. Billionaire. Right, right. Vanderbilt just left his money. He, his heirs, his money ran out in three generations. Oh wow. Family. Over a hundred people are still being paid off of what?

John D Rockefeller did a hundred. He's been there a hundred years. He had trusted it. So he didn't just leave the money. He left the money with specific instructions on what to do with it, how it should be executed. So they're still



getting money. From what he did a hundred years ago, once half of them continuing to grow money by over-funding licensure.

So, and it's hospitable a lot of people when I hear wealthy, they think out of reach for them. But if we start with our kids or if miserable with your kids, if you start with your grandbabies, you're setting something right. For the generation after them, even if you don't get it right, or you missed whatever, right.

Sorry now instilled within them, CGI send them so they can send you it on. So that, that well does start to feel me like, because we're training to have a network of zero by 2053, we got the weed, the lashes, the bands is the range right now. Real assets. We don't own anything. Right.

Jae Hugh: you spent \$20,000 on grams.

\$5,000 on the car. And it was all said and done, the car was worth two grand, two grand, right. It's not what it's like. What's the point. Okay. So that,

Jamesia J: do you have insurance on your car? If you have insurance on your phone, you go out, you get married, you get insurance on the wedding ring, you got insurance on jewelry.

You have insurance on your apartment. You have insurance on everything, except your number one asset. You

Jae Hugh: got that, right? Cause I know for a fact people got insurance on those \$1,200 bucks. And if you think iPhone is more valuable than your life? Yeah, we got props. Okay. So that's the cash bucket.

Now, you also mentioned, uh, living benefits and you went into it a little bit, but I'm sure people want to know kind of. What those living benefits look like, how they can access them and things of that nature with that one as well.

Jamesia J: Sure. So when it comes to living benefits, if an individual becomes chronically ill, a chronic illness disrupts any two of your six daily functions, I'll name a few of them.

I should know them all by heart, but your ability to feed yourself goes to the bathroom on your own. dress yourself. Those are three of the six. If two of those



are disrupted temporarily, permanently based on your policy and death benefit, you will receive a monthly. Okay. So

Jae Hugh: let me ask you this.

Let me, I'm gonna stop you real quick. Let me ask you so chronically ill. any two, right. So you're saying, let's say, and I know someone who went through this situation, let's say a person has an accident. You're not at fault, but they're no longer able to walk with that. Would that constitute able to access the living

Jamesia J: benefits?

It would, but that would be considered a critical injury. Right? Cause they've been injured. It would actually be able to access up to 90% of their death benefit. So if someone has a million dollar policy and this is laid out in an illustration, you don't have to look forward. I think I have no list.

You're scaled out. You have a million dollar death benefit. It could be a term, right. I have a million dollar term. if I were so become critically ill or injured, I could access up to \$900,000. Right.

Jae Hugh: And that's tax free,

Jamesia J: but tax free, you can.

Jae Hugh: So I won't say, I want y'all to understand what just happened here.

Right? If you become critically ill. Or critically injured and you have the right type of life insurance policy. You can then access up to 90% of what the policy is worth. Okay. So stop looking at the \$20,000 life insurance policy because it's only \$5 a month. Stop doing it right. Let's get some real life insurance policy so that if it, when something catastrophic happens in our lives, we can still be financially.

Sound enough to either a create more income. Or B have income to finish out our life. Right. And that's what wealth is all about. It's all about having it, the ability to keep going even. And when something catastrophic happens, there's a reason why companies like. Disney and Walmart, there's a reason why, social media influencers and business owners that are still in business right now, there's a



reason why they were able to survive the brunt of COVID-19 when it first hit it's because they were prepared to continue going.

Even when something catastrophic, like COVID-19 hit life insurance is your protection. Of your primary asset, which is yourself and your life, life insurance is that vehicle that gives you the ability to keep going

with something catastrophic happiness. Now, before we go too much further, I just want to run my ad real quick.

So I don't forget. today's episode is sponsored by huge funding. Yes, it's my company. Yes, it sounds vain, but Hey, it's my podcast. I can do what I want to do sometimes. So, in speaking about , let me ask you this. Do you yourself have business credit for any one of your businesses?

Jamesia J: Well, I have business Friday.

I do.

Jae Hugh: Okay. And when it comes to business credit, what's your perspective on it? Like how important

Jamesia J: is it? Super important. And you already know. So at first I thought business was, I started my business and I got this, whatever was chase card. And my managing broker was like, that is my business card, some credit in your business name, but that's not business credit.

So. People when we're talking about access to capital access to money properly structured businesses, the whole TPP SBA, the ASCO business insurance is very important. When you have a legit business, run it like a business.

Jae Hugh: I know that's right. So you heard it here. business credit is extremely important.

Business funding, extremely important business insurance, extremely important. And with huge funding, you can find out how to build your business credit in the most efficient and fastest manner possible. And at the end of it all still have access to funding, not even the traditional resources, but others as well.



And it's amazing. You tell me, how was that? Do you think I ran it. Okay. Do I need some work? Like where am I at right

Jamesia J: now? You're verifying. You should be self promoting. What better? I'm reading your five nice moves right now by a patriarch by David he's, the CEO of PHP agency. And that's what I just read today.

Self promotion.

Jae Hugh: You gotta do it right.

Jamesia J: You gotta do it.

Jae Hugh: Look, I'm going to get better at the, at these ads, but you know, we gone. We're going to work that thing out. We're going to work it out. So we've went, we went over building wealth through life insurance from the consumer standpoint. Now let's go into building wealth through life insurance from an agent standpoint.

So for the person listening, that's like, yo not only do I want life insurance, but man, I think I can actually educate people. I think I can sell life insurance.

Jamesia J: What'd you guys let's get it last now. So with PHP agency, I'm an independent contractor with pH agency. Bill ends up develop entrepreneurs, a life insurance industry.

Right. I recruit a bill for distribute. So anybody familiar with Robert Kiyosaki cashflow quadrant? But to shorten it up, a lot of us are self employed. Meaning I own a job. I'm trading time for money. If I don't work, I don't eat as a real estate agent. I eat what I kill. If I don't work, I don't eat. Right.

Right,

Jae Hugh: right. Right.

Jamesia J: Well, so I'm gonna stick with insurance. Yes. Love the catch up. Why would he is actually putting that up? Hold that up. Hold that up. So, whatever size you're looking at, the EIS is on, right? So you come in here. Most people aren't



employee, right? PHP, agents, you're self employed. You own a job you're recruiting and building some moves to the right side.

So become a business owner or utilize the system has a team, every company recruits. The military recruits, the NBA, the NFL, they recruit because the owner of the Chicago bears, isn't going out here and running the ball, right? So,

Jae Hugh: Oh, you're right.

Jamesia J: Or freight train, and develop entrepreneurs in the life insurance industry.

What we are offering individuals is how to learn about money and become financially free yourself and educate others. The product that we sell, the only way that we make money as life insurance. But it's bigger than that. This is entrepreneurship. It's financial freedom. It's taking back ownership of your time and being able to create income, earned income.

I'm trading time for money. When I sit down with the client. Passive income. When someone on my team sits down with the client, because I recruit, train and develop them, I get an override or a percentage, right? That's passive income, revisions income. Well, my life insurance client is on the book past that 12 months, 13th month, my residuals kick in.

So I have three different types of income in one industry. And I'm simply going out and educating people want not only life insurance, but how money works, how the wealthy use money and I'm getting paid well, you know, so do it. Financial services. If you look at what's going on, pandemic is virtually pandemic proof.

They had about 5% unemployment. They were at the bottom when it comes to industries, when it comes to unemployment, right. And financial services is one of the top five ways to create people that want to be millionaires and wealthy within the financial service industry. As a life insurance agent. So I'm a life insurance agent, but I'm a builder.



I'm a recruiter I'm developing and building teams of people that go out and distribute and share the power of life insurance. So if you're in trouble, right, don't worry. You can text me at seven, (730) 366-9815 one.

Jae Hugh: If you didn't catch that, it'll be in the show notes.

Jamesia J: Yes, you can definitely types me. My name is not the easiest to spell, but I am available on social media and all that.

I go stuff, but seriously, a real store reached out to me. I waited about a year before I got started and I'm glad I did. My managing broker is in business with me. Just because there are things that we can do with real estate. I miss it so much that can be done. But if you're looking for an opportunity, if you want to make some more money, we train, we develop, you don't know, have to know how to do anything.

You just have to be willing, coachable, and open, make yourself available. You're going to be pushed outside of your comfort zone. But definitely

Jae Hugh: so

Jamesia J: four people.

Jae Hugh: So before we go into that, instead of that landing zone, there there's one question because in everything you just said, and I know people probably listen to like, is he going to really attack her right now and find out about this?

I got news for her. Yes. I'm going to do it. So one of the things that I'm against, right? One of the things that I'm truly against is MLM. And I know with what you said, there's some people that's listening, like, wait a minute, I got to recruit people and I got to work. So the question is PHP just like any other insurance MLM or can you just work and not recruit and still make good money?

Or how does that whole thing work? Absolutely.

Jamesia J: So far so foremost, when you read Robert Kiyosaki's rich dad, poor dad. He loves network marketing, right? Great, white and Lara, can you come into PHP and Jeff produce? Absolutely. If you only want to produce you should, I didn't come into PHP because the contract level is super low.



I'm real transparent with people, right? If you want to be a life insurance agent, just sell life insurance. Trade our time for money. And you're only making money when you exert effort goes to one of the other insurance carriers. That's I want to pay you at a higher contractor, right? If you're looking to build and expose people to an opportunity, then PHP is a place for you.

Now, what people don't know is I used to recruit for a company, right? So. McDonald's has multiple employees just for the, Nope, I'm gonna do it like this. Right? If I open up a McDonald's franchise. Okay. Cooking the fries, flipping a burger, taking the order. What am I going to do? If I invest half a million dollars in a McDonald's franchise, the first thing I'm going to do is put out an ad and I'm going to recruit.

Right. Making money off of the efforts of other people, because I'm an owner, right? That's the name of business. MLM is the same thing. I don't make a dime. If you don't sell a life insurance policy, we don't make money. You can join me in business. I'm not going to make anything right. But if I try and develop you.

I'm going to, and I don't make anything from you now. What made me more comfortable? And I will put on my real estate hat as an agent, you have to work under a managing broker. Right? And I make my managing broker. That agency is getting a cut in order for me to be a million dollar agent, unless I'm in the million dollar market.

I have to add people once in my team and I get a percentage of what they do. So mat work marketing MLM is in any business. That you can think of. And I had a say in how some people feel some sort of way about it, which is cool, but yeah. Yeah.

Jae Hugh: I mean, I guess my thing is the traditional MLM, which is, unless you recruit people, you really don't make money.

Right. And with insurance or, or the example you use, like opening up a McDonald's or whatever rugby, I mean, even McDonald's is looking at increasing minimum wage to 15 bucks. Right? So in a system where even, even the. I'm



going to say the top person on the totem pole, where even the top pole is the person on the totem pole makes money.

Because if, if anybody knows anything about a real totem pole, the most important people were at the bottom, holding everything else up. So that's why I'm saying the top of the totem pole. Even that person, the last person to come on, even that person still makes money. I have no problem with it. But when the traditional MLM comes into place, where that top person on the totem pole is essentially working for free.

Now that's when I have an issue because. I'm not about to grant it. I understand the whole intern thing. I get it, but I'm not about to set up a system for people to succeed and then not everyone, a part of that gets money. And then I make everything.

Jamesia J: So you literally just described corporate. I mean,

Jae Hugh: I know which is why I don't work in corporate America.

Jamesia J: Just describe corporate America, but the way this system is set up, that's not the case. So there have been months that I turned to individual that brought me into business. So here's the difference, and I love to compare it to real estate. If I sell a house. And the split is two and a half percent. So the buying agent me let's say that commission is \$3,000.

That \$3,000 is going to go to the agency. I'm going to get 70% of that 3000. Then the agency gets the other Barbie percent. If it's a 70, 30 split, right? Yeah. Wow. And sell a policy. And your, the commission is 3000. That goes to, let's say PHB, and you're at a 50% contract. You're going to make \$1,500. Right.

I'm at a 60% contract level. I get a 10% override. I'm making \$300. Okay. Make the same as her plus three. Right. If people understanding how it works. And NPHC. I can't ride you to the top. You can outwork me. You can pass me up. You can pass up anybody, but

Jae Hugh: see that's what makes it different than a traditional MLM though.



You see what I'm saying? it's those types of things that makes it different from a traditional MLM.

Jamesia J: And so she can come in and they can hit their numbers. I'm not getting pushed up cause I brought you in. You're going to pass me yet. I will never. Let somebody under me at work.

Jae Hugh: you've heard it here first, right? PHP is not the traditional MLM, which means me personally. I am not against it. the amazing that we coming up here on a close. So before we let you go, If somebody wants to work directly with you, whether it's purchasing life insurance or becoming an agent, how do you want them to get in contact with you?

Jamesia J: Sure. So I do have to make it as easy as possible. My website is dot com, JAMESIAJOHNAI.com. And then I can be reached by cell at (773) 669-8151 text messages. Best on all social media. I am Jamesia Jonai. So if you want to connect with me on Facebook or Instagram as well, but that's the best way to get in contact with me?

I would say text is best.

Jae Hugh: So before I forget, you also have a book, right?

Jamesia J: Yes. So

Jae Hugh: where can I get the book from? Is that on your website?

Jamesia J: So you can find my book. You can find it on my website. It's also on amazon.com and other major book retailer.

Jae Hugh: Okay. And we will make sure that we have all of them.

has information as well as a link to wealth wellness, meditation, her book on amazon.com in the show notes and as always good, better, best. Don't let it rest until your good is better and you'll better is best. Alright, peace.