

True Stories



Dr. Chia Chang, a pediatrician from Petersburg, Virginia, earned a comfortable living and was a picture of good health. Yet with a wife and two young boys, he knew he needed to make sure the family's finances would always be secure.

Working closely with Jimmy Jacobs, CLU, ChFC, a financial advisor with AXA Advisors, Dr. Chang established a financial plan that covered all the bases: life, health and disability income insurance to guard against life's uncertainties, and annuities and a Keogh retirement plan to provide for a comfortable lifestyle down the road.

Then in January of 1998, at age 54, Dr. Chang was diagnosed with liver cancer. He immediately called Jimmy, who assured Dr. Chang that his wife, Shin, and his two sons would be alright.

Health insurance covered Dr. Chang's cancer treatments, which ultimately cost more than \$250,000, while his disability income insurance and partial withdrawals from his Keogh account provided replacement income during his incapacity. Every dollar counted.

One year later, Dr. Chang died. Jimmy informed Shin that the disability policy included a provision that would pay another six months of benefits. With these payments and the life insurance proceeds, Shin was able to keep their home and invest in education for herself and her boys. Today, Shin is taking English classes, Wayne is in his last year of medical residency and Howard just graduated from law school.

"Without my husband's planning," Shin said, "we would not be in the position we are today."