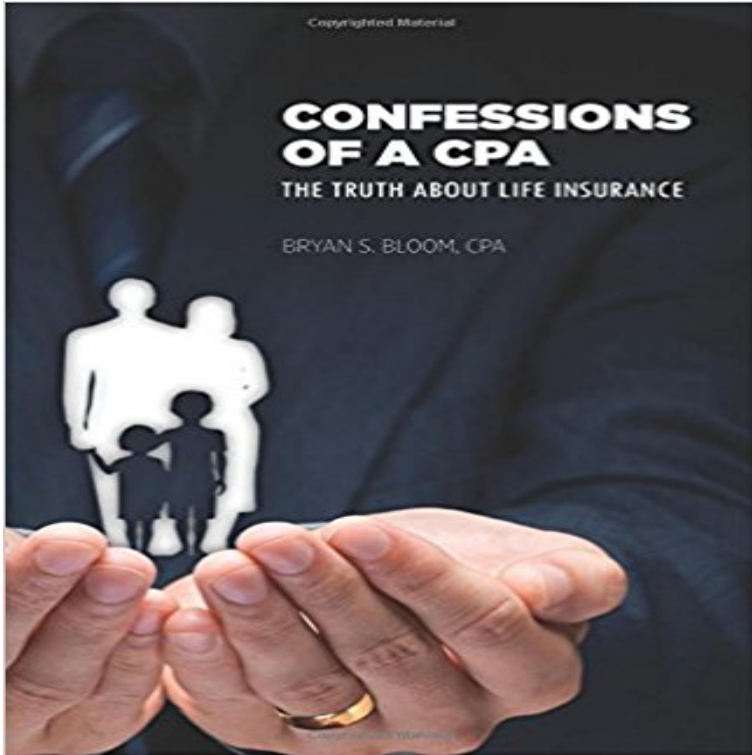


# Confessions of a CPA: The Truth About Life Insurance



A question I get almost every day is: “why isn’t everyone implementing the principles in this book?” The answer to that question is that everyone who understands these financial truths is implementing them. If you carefully read and absorb the financial principles of life insurance uncovered in this book, you will understand as well. There is a finite amount of knowledge that humans know about the universe. All of this known information falls into three categories: First, there is a certain amount of information that we know and that we are aware that we know. We could say that we are “consciously competent” of this information. Second, there is a large amount of information that we know nothing about. We know that there are certain fields or concepts out there, but we really don’t know anything about them. We might say that we are “consciously incompetent” of this information. The third category of knowledge represents information we don’t know, and we’re not even aware that we don’t know it. We are unconsciously incompetent in these areas. It doesn’t mean that the information doesn’t exist; it just means that we are currently unaware of its existence. As a result, this information currently sits in our blind spots. Just like in our cars, there are some things we don’t see that others do. But if we just turn our head 20 degrees, we will see things we have never seen before. This book will help you to turn your head 20 degrees and to discover something wonderful that you have never



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