

Jeff and Jirina Pfeil | BOZEMAN, MONTANA

When Financial Representative Kathy Sanchez first called Jeff Pfeil, he was skeptical.

“I’d been approached several times by people in the financial services industry, and I hadn’t found anyone I trusted,” he recalls. “I gave her 30 minutes.”

Kathy used the time well.

A year later, Jeff told her, “When you called me, I never dreamed our meeting would be so worthwhile. Now we think it’s the best thing we’ve ever done. Jirina and I feel free to enjoy our lives today — to appreciate the here-and-now — because we’ve taken care of the future.”

All three family members, including one-year-old Caleb, now are covered by life insurance. Jeff also has disability insurance coverage. Jirina says that she and Jeff regard protecting against risk as their most important work with Kathy.

“If something were to happen to Jeff, our family would survive financially,” she says.

“What’s more,” Jeff adds, “Kathy helped me understand that my permanent whole life insurance policy will provide cash value even if my investments don’t succeed as well as I hope. And speaking as the owner of Bozeman Tree Service, my life insurance also gives me liquidity in case I need it when business opportunities arise.

“My policy gives me choices as a businessperson and reassurance about our family’s future.

“We will continue to turn to Kathy,” says Jeff. “She’s become a trusted resource. She’s listened to our goals, taken us through the process designed to achieve our financial security, and helped us do the right thing for our family.”

The Northwestern Mutual Life Insurance Company, Milwaukee, WI (NM). Kathy J Sanchez is an Insurance Agent of NM and Northwestern Long Term Care Insurance Company, Milwaukee, WI, a subsidiary of NM, and a Registered Representative of Northwestern Mutual Investment Services, LLC, a wholly-owned company of NM, broker-dealer and member FINRA and SIPC. CA License: #0G31029

Jeff and Jirina Pfeil are building their secure tomorrows with Northwestern Mutual and its affiliated companies through:

- *Life insurance*
- *Disability insurance*
- *529 college savings plan*
- *Investment products and services*

