

## What happens when planning and preparation pay off at a time when you need it the most?

A Nashville dentist knew his family would be protected when he received life-changing news

MILWAUKEE, Oct. 20, 2014 /PRNewswire/ -- John Peden was one of those larger-than-life personalities. "When he would walk into a room, it was like all the attention was on him," said his stepdaughter, Jenna Peden. "He just had this power emanating out of him."

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The 6-foot, 4-inch former U.S. Air Force captain was a respected dental surgeon in Nashville. He was active in his church and made many mission trips to provide dental care in Central America through Health Talents International.

That's why it was such a shock to his family and friends when an MRI revealed a brain tumor the size of a golf ball. "Life as we knew it was no more," said his wife, Vicki Peden. "John never worked another day in his life."

Fortunately for Peden and his family, he had a safety net in place. Cullen Douglass, a wealth management advisor with Northwestern Mutual-Nashville, had set up life insurance and a disability insurance plan for Peden that would protect his income, his family and his practice should something happen to him. "Because of planning, he was able to keep his practice open," Douglass said. "If we hadn't done the planning we did, it would have been a train wreck."

Statistics show most Americans aren't financially prepared should they become disabled, with 70 percent of households with children under 18 saying they would have trouble meeting everyday living expenses within a few months should a primary wage earner die.<sup>1</sup>

"I tell people all the time you need to prepare, you need to plan," Vicki Peden said. "What would happen if your husband couldn't work anymore? Do you have the disability insurance to take care of that? We did. And fortunately we did or we would have lost everything."

The Peden family's experience is part of Northwestern Mutual's ongoing Client Stories series, which highlights the importance of financial planning. See the video [here](#).

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<sup>1</sup> *Life Insurance and Market Research Association, Household Trends in U.S. Life Insurance Ownership, 2010*

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