THE WEALTH WAREHOUSE PODCAST

GETTING STARTED WITH IBC

The Beginner's Guide to Infinite Banking

Most people will spend their entire lives making money for someone else's bank. This guide shows you a different path — one hiding in plain sight for over 100 years.

David Befort & Paul Fugere

Authorized IBC Practitioners | Max Performance Financial | Full Pitch Wealth

thewealthwarehousepodcast.com

SECTION —

A NOTE BEFORE WE START

Why most people get this wrong — and what this guide actually is

You're reading this because something you heard — on the podcast, from a friend, or in a late-night YouTube rabbit hole — made you stop and think. Maybe it was the idea that you could be your own banker. Maybe it was the phrase *liquidity without liquidation.* Maybe you just got tired of watching your 401(k) sit there doing nothing you can touch.

Whatever brought you here, this guide will give you a straight answer to one question: **Is Infinite Banking for me?**

We're not going to sell you anything. We're not going to sugarcoat it either. IBC is not for everyone. By the end of this guide, you'll know whether it's for you — and if it is, exactly what to do next.

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> ***The problem isn't that you're not making enough. The problem is where your money goes when it arrives.***
>
> **— David Befort, Wealth Warehouse Podcast**

WHAT YOU WILL LEARN IN THIS GUIDE

- [ ] What Infinite Banking actually is — and what it isn't
- [ ] The 6 core principles that make the concept work
- [ ] Who this is for, and who should walk away
- [ ] The books you need to read before anything else
- [ ] The three questions to ask before booking a call
- [ ] Your exact next steps

SECTION 01

WHAT IS INFINITE BANKING?

And what it is definitely not

Infinite Banking is not a product. It's not an investment. It's not a get-rich scheme, a tax loophole, or something only rich people can do.

Infinite Banking is a **process** — specifically, the process of controlling the banking function in your own life rather than outsourcing it to someone else's institution. The concept was developed by R. Nelson Nash and introduced in his book *Becoming Your Own Banker* in 2000.

The vehicle Nash identified as best suited for this process is a **properly structured, dividend-paying whole life insurance policy from a mutual life insurance company.** Not because it's the best investment — it's not an investment at all. But because it's the best place to store capital that needs to be simultaneously safe, growing, and accessible.

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> ***Everybody should be in two businesses: the business they are in, and the banking business.***
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> **— R. Nelson Nash, Becoming Your Own Banker**

Here's the Simple Version

When you put money in a bank, the bank takes your deposit, lends it to your neighbor at 8–12%, and pays you 0.5%. They keep the spread. They understand the velocity of money. They understand that the same dollar can work in multiple places at once.

IBC lets you recapture that function for yourself. You build your own private reserve of capital. When you need money — for a car, a business opportunity, an emergency, a real estate deal — you borrow against your reserve rather than from a bank. Your reserve keeps growing uninterrupted. You pay yourself back on your own schedule. The interest goes back into your system instead of a bank's profit center.

STOP AND READ THIS

KEY DISTINCTION: When you take a policy loan, you are NOT borrowing your own money.
You are borrowing the insurance company's money, using your cash value as collateral.
Your cash value continues to grow — uninterrupted — the entire time.

This is the core mechanic that makes the whole concept work.

SECTION 02

THE 6 CORE PRINCIPLES

The mindset shifts that make everything else possible

These are not tactics. They are the way of thinking that Nelson Nash identified as essential to making IBC work in your life. Read them slowly.

1 You Finance Everything You Buy

Whether you borrow from a bank and pay interest, or pay cash and give up the earning potential of that money — you are always financing. There is no free lunch called 'paying cash.' The only question is who collects the cost.

2 Think Like a Banker, Not a Borrower

Banks understand velocity of money. They take your deposits, lend them out at a spread, and keep growing regardless of what any individual account does. Once you start thinking like a banker, everything looks different.

3 Banking Is a Process, Not a Product

IBC is not about buying a specific policy. It is about controlling the banking function in your life. The whole life policy is the best vehicle for that — but the process is what matters. Products are just tools.

4 Uninterrupted Compound Growth Is the Engine

Every time you interrupt your compounding — by selling an asset, taking a 401(k) loan, or withdrawing from savings — you destroy future wealth. IBC policy loans do not interrupt compounding. That distinction is everything.

5 Discipline Is Non-Negotiable

IBC works if you fund it consistently and repay your loans deliberately. It does not work if you treat it like a piggy bank with no repayment plan. As Nelson Nash wrote: human behavior is the enemy of this concept.

6 Legacy Is the Point

The full power of IBC compounds across generations. The policies you open today — including on your children or grandchildren — become the foundation of a family banking system that grows for 100 years and beyond.

SECTION 03

IS THIS FOR YOU?

Honest answers to an important question

Most people who discover IBC feel excited. That's normal. But excitement without fit is how people make expensive mistakes. Read this section honestly.

THIS IS FOR YOU IF...

✓ You make stable income and want more control over it

✓ You think in years and decades, not months

✓ You can fund a policy consistently (even modestly)

✓ You're willing to read one 92-page book

✓ You want certainty somewhere in your financial life

✓ You're in or approaching a major transition (military, busines

NOT FOR YOU IF...

✗ You're paycheck to paycheck with no margin

✗ You want market-level returns from this vehicle

✗ You need liquidity within 12 months

✗ You're looking for a set-it-and-forget-it solution

✗ You won't commit to repaying what you borrow

✗ You're unwilling to think long-term (7-10+ year horizon)

If the 'not for you' column described you right now — that's not a permanent verdict. Paul's advice: fix your foundation first. Get stable. Then come back. The concept will still be here, and you'll be ready for it.

IF YOU'RE A SKEPTIC

A NOTE ON SKEPTICISM:

If you've heard that whole life insurance is a scam — we understand.
Dave Ramsey says it. A lot of people repeat it.

Here's the honest answer: a poorly designed whole life policy IS a bad deal.
A properly structured IBC policy is a fundamentally different animal.
The design matters enormously. That's exactly why choosing the right
choosing the right Authorized IBC Practitioner is the most important decision you will make in this process.

SECTION 04

WHAT TO READ

The books that change the way you think about money

Before you book a call, before you look at an illustration, before you do anything else — read the first book on this list. It's 92 pages. You can finish it in a weekend. It will change the way you think about money for the rest of your life.

REQUIRED — READ THIS FIRST

Becoming Your Own Banker

R. Nelson Nash — 5th Edition | The original text. The foundation of everything. Non-negotiable.

STRONGLY RECOMMENDED

Building Your Warehouse of Wealth

R. Nelson Nash | Nash's follow-up — goes deeper on the philosophy and the multi-generational case.

How Privatized Banking Really Works

L. Carlos Lara & Robert P. Murphy | The most rigorous economic defense of IBC. Addresses every serious objection.

The Creature from Jekyll Island

G. Edward Griffin | Understand where the banking system actually came from — and why it isn't working for you.

Economics in One Lesson

Henry Hazlitt | The clearest explanation of how money and capital actually work. Short, essential.

USEFUL CONTEXT

Rich Dad Poor Dad / Cashflow Quadrant

Robert Kiyosaki | Good for shifting from employee to investor mindset before going deeper.

The Richest Man in Babylon

George Clason | Simple, timeless principles on paying yourself first and capitalizing consistently.

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> ***Read Becoming Your Own Banker several times. Keep reading it. You will find something new every time.***
>
> **— Paul Fugere, Wealth Warehouse Podcast**

SECTION 05

TERMS YOU NEED TO KNOW

A plain-English glossary before your first conversation

When you get on a call with an IBC practitioner, these terms will come up. Know them before you walk in. You'll have a much better conversation.

Cash Value

The savings component of your whole life policy. This is what grows, what you borrow against, and what you eventually access. It is contractually guaranteed to grow every year.

Paid-Up Additions (PUA)

The single most important rider in an IBC-designed policy. PUAs are additional premium payments that purchase small, fully paid-up insurance units immediately. They dramatically accelerate early cash value — which is what gives you liquidity from year one. If an agent never mentioned PUAs, ask them why.

Policy Loan

A loan from the insurance company collateralized by your cash value. Not a withdrawal. Not borrowing your own money. Your cash value keeps growing the entire time the loan is outstanding. No credit check. No mandatory repayment schedule. You set the terms.

Mutual Company

A life insurance company owned by its policyholders — not shareholders. Dividends are paid to you, the owner. IBC only works with mutual companies. Stock companies need not apply.

Dividend

An annual payment from the mutual company to policyholders based on the company's performance. Not guaranteed — but the companies David and Paul work with have paid dividends for over 100 consecutive years. Dividends are used to purchase more PUAs, which grows your system automatically.

Modified Endowment Contract (MEC)

A line the IRS draws. Cross it, and your policy loses its tax advantages and gets treated like a retirement account — penalties, taxes, the works. Proper policy design avoids this. It's not difficult to avoid with the right Authorized IBC Practitioner.

SECTION 06

YOUR NEXT STEPS

Three questions to answer before you book a call

If you've made it this far and IBC still makes sense to you, there are three questions worth sitting with before you get on a call. Honest answers to these will make your first conversation far more productive.

01 Have I read the book?

Becoming Your Own Banker is 92 pages. If you haven't read it, read it first. Not because we require it — but because you will get dramatically more out of your first call if you have. The concepts will stop being abstract.

02 What is my premium capacity?

How much can you consistently fund per month or per year — and sustain for the next 10+ years? This doesn't need to be a large number. But it needs to be a real number. 'As much as possible' is not an answer an Authorized IBC Practitioner can design around.

03 What do I want this capital to do?

Bridge a military transition? Fund a business? Replace your emergency fund? Build generational wealth? The more specific your answer, the better your policy can be designed to serve it from day one.

READY TO TAKE CONTROL OF YOUR CAPITAL?

01 **Read the book**
Becoming Your Own Banker by R. Nelson Nash, 5th Edition. 92 pages.

02 **Watch the free course**
Visit thewealthwarehousepodcast.com and access the Privatized Banking course.

03 **Book your free call**
30 minutes. No pitch. Just an honest conversation about your capital.

thewealthwarehousepodcast.com

David Befort: 15 policies, practicing since 2010. Paul Fugere: 12 policies, capitalizing since 2003. They practice what they teach.