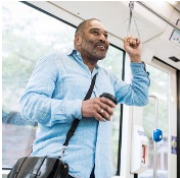


Have you looked at your life insurance lately?

Examples of policy review outcomes

No matter what sort of life insurance policy or policies you have, you have nothing to lose and potentially much to gain by allowing your policies to be evaluated. Below are four examples where it paid to have life insurance policies evaluated.



A 52-year old male with three policies worth \$238,000. The net cash value was \$124,000 with an ongoing premium that totaled \$13,684 per year.

Results after full interview:

- Three policies were reduced to one.
- \$124,000 of the cash value was used as a single premium on the new policy with a death benefit of \$385,000 guaranteed¹ to age 120.
- No additional premium was required.



A 61-year old male with four whole life policies worth \$1,014,000. The cash values of the policies totaled \$450,500. With a goal to simplify his life, the insured was concerned with the number of policies as well as the ongoing premium requirements.

- The guaranteed* face amount was increased by 23% to \$1,250,000.
- A chronic illness rider² was added to the policy.
- No additional premium was needed to guarantee* the policy for life.



A 46-year old male owned three variable whole life policies with a total combined coverage of \$7,500,000. The cash value in all of the policies was \$961,000. Total annual premium was over \$118,000 per year. The insured had a recent change in circumstances. It was determined that the insured needed to increase the death benefit to \$20,000,000 to meet estate planning needs. All policies were scheduled to lapse at age 95. His father is 99 so he was concerned about longevity.

- Three policies were reduced to one.
- All cash values were 1035 exchanged into the new policy.
- Premiums were increased to \$148,300.
- The new policy was guaranteed¹ to age 120 with a new death benefit of \$20,000,000.



Two business owners owned multiple term policies that were substantially underfunding a Buy/Sell agreement that had not been reviewed in five years. The term policies were past the guarantee period and had defaulted to a much more expensive non-guaranteed annual renewable term. No one at the company realized they were paying much higher premiums for inadequate coverage or that the ownership of the existing policies were not appropriate.

- Two policies were reduced to one.
- Premiums were reduced.
- Buy/Sell was fully funded for the present and future of the company.
- Proper policy ownership was established.

¹All guarantees are subject to the claims-paying ability of the issuing carrier.

²Policy riders are available at an additional cost and may not be available for all products or in all states. Terms and conditions apply.

Case studies are used to show how insurance solutions can be useful in the marketplace. Examples shown do not guarantee similar results as individual results may vary. When case studies are based on real life situations, the personal and financial information is changed for privacy reasons.

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