

Who Depends on You?

Children

Spouse

Parents

Grandchildren

Siblings

Charity



A Common Problem

Most households would quickly find it difficult to meet everyday living expenses if a primary wage earner were to die.

- **85 percent** of consumers agree that most people need life insurance, yet just **62 percent** say they have it.¹
- **\$15.3 trillion:** Estimated unmet life insurance need in the United States ²

¹ Source: LIMRA's Life Insurance Barometer Study 2013

² Source: LIMRA's 2012 report "Closing the Insurance Gap: One Household at a Time"

Why Purchase Life Insurance?

- Income protection/survivor needs
- Asset preservation
- Business planning

Life Insurance Characteristics

- Income tax free death benefit.
- Potential for federal estate tax free death benefit if owned within a properly structured irrevocable life insurance trust.*
- Tax deferred accumulation of policy cash values, if applicable.**

* Where a donor gives away or releases any incidents of ownership in a policy. The entire death benefit will be pulled back into his/her taxable gross estate if death occurs within three years of making the transfer.

** Distributions from the policy through withdrawals of certain policy values (up to cost basis) and loans are generally not taxed as income provided you follow certain premium limits which prevent your policy from becoming a Modified Endowment Contract (MEC). Distributions taken during the first fifteen years may be subject to tax. Loans and withdrawals will decrease the cash value available and death benefit payable. If policy loans are taken, there may be income tax consequences if the policy lapses, is surrendered or exchanged.

Four Basic Types of life Insurance

- Term
- Whole Life
- Universal Life (UL)
- Variable Universal Life (VUL)*

* Investments in variable life insurance are subject to market risk, including loss of principal.

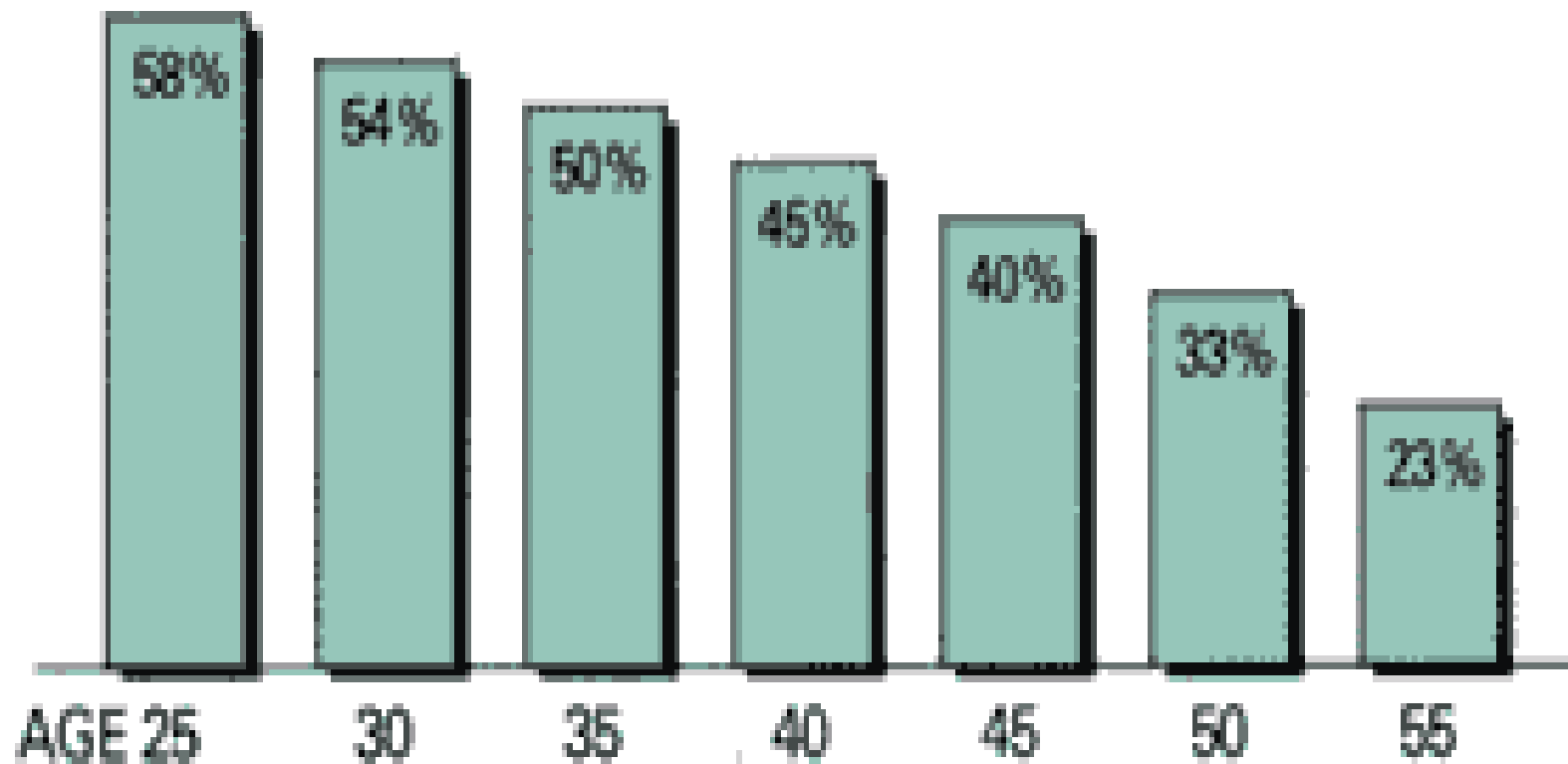
Primary Factors to Consider

- Is the need for insurance temporary?
- Do you ever anticipate accessing the policy's cash value?
- How long do you want to pay premiums?
- Do you feel more comfortable with a guaranteed death benefit?

Disability Insurance

- **It Can Happen to You!**
- Every 19 seconds someone is injured in an auto accident.
- Every 17 seconds someone is injured at work.
- Every 4 seconds someone is injured in some kind of accident.
- In fact, disability from either injury or illness is a far greater threat than most people realize.
- For example, for a 32-year old, a serious disability (three months or longer) is 6 1/2 times more likely than death.
- Only 3% of mortgage foreclosures are caused by death, 48% are caused by disability.

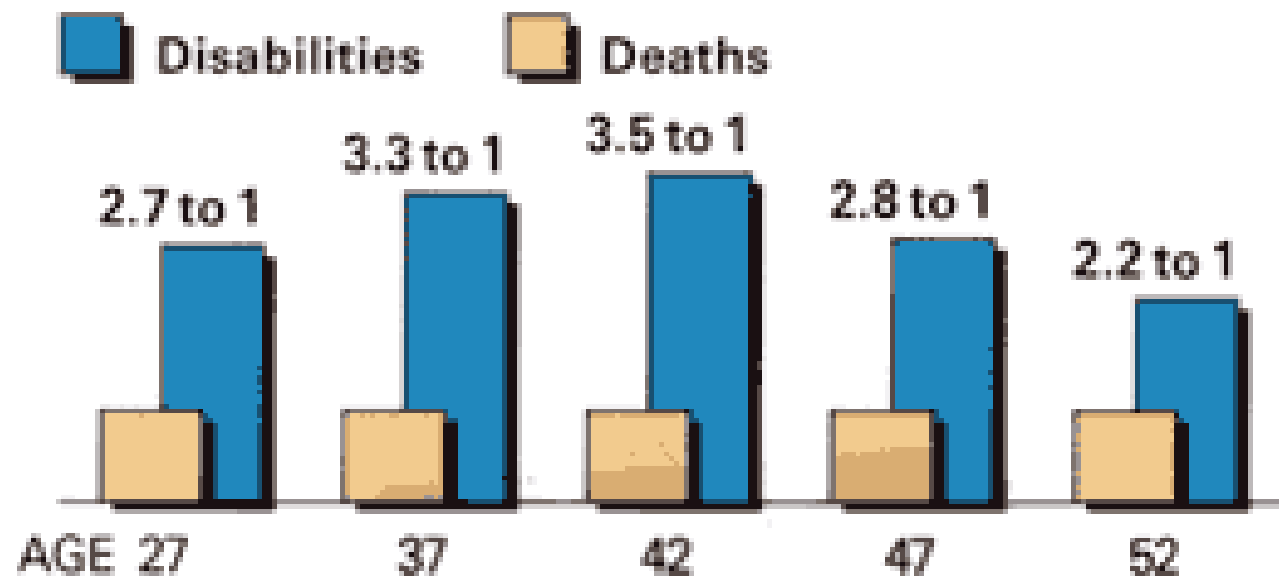
Chances of becoming disabled for three months or longer before age 65



Average duration of disability which lasts over 90 days

At Age:	Duration	At Age:	Duration
25	2.1 years	45	3.2 years
30	2.5 years	50	3.1 years
35	2.8 years	55	2.6 years
40	3.1 years		

Odds of long-term disability vs. death



HealthCare.gov

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Get Answers

Need health insurance you qualify

You can enroll in or change plans if you have certain life changes, or qualify for CHIP

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