



**Your life is always changing.
Make sure your insurance
keeps up.**

Some clients are puzzled when their financial professionals ask to schedule a review of their life insurance coverage. “I haven’t had any problems with my policies,” they often point out, “so why do I need a review?”

You can answer your own question by thinking about how your life may have changed since you purchased your policies.

- **Has your marital status changed?**
- **Have your children graduated college and moved out on their own?**
- **Have you purchased a new home or paid off a mortgage?**
- **Have you started a business — or sold one?**
- **Has a promotion or job change altered your income situation?**
- **Have there been changes in the tax laws that apply to you?**
- **Have you received an inheritance?**
- **Have you acquired assets (such as real estate) that have increased your financial worth?**

If you answered “YES” to one or more of the questions above, it may be time to sit down with your financial professional and see if your coverage is still meeting your needs.

Your life doesn't stand still.
Neither should your **coverage.**



How a policy review works

A policy review is actually a very simple process. You'll sit down with your financial professional and put together an accurate picture of your current personal and financial situation — much like you did when you first bought the policy.

Then you'll look at your current coverage with the following questions in mind:

- **Is the death benefit amount in line with your current situation?**

Life events and changing homes, reducing or increasing mortgage sizes could mean more or less coverage is needed.

- **Is the product type the best option for you right now?**

For example, you may have term policy because of the lower premiums, it might be time to look at converting it to a permanent policy.

- **Is your beneficiary designation still accurate?**

- **How has the policy been performing?**

If you purchased a permanent policy, look and see if your choices are still aligned with your objectives and risk tolerance.

- **Is the product still competitive based on today's standards?**

Life insurance products are evolving to better meet today's needs. Your financial professional can discuss the benefits and limitations of both your current coverage and new products to help decide what steps, if any are appropriate.

This brief but thorough process will provide you and your financial professional with the information required to determine if your coverage meets your needs or if a change is in your best interest.

Benefits of a policy review

Most people like to know if they are on track with their life insurance coverage and periodic reviews can help provide that insight. Even though such a review might appear to be unnecessary at the time, most clients are quick to recognize the benefits it yields, including:

- The reassurance that their insurance coverage is in line with their family's needs.
- The assurance that their tax-advantaged planning is in line with the current environment.
- The opportunity to look at their entire financial situation, which could uncover other changes they may want to think about.

If it's been a few years since you've thought about your life insurance coverage, call your financial professional today to set up an appointment.



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