

# Personal life insurance: the basics

## What's the purpose of life insurance?

Life insurance usually is purchased by individuals to guarantee a specific sum of money to a designated beneficiary upon the death of the insured, or to the insured if he or she lives beyond a certain age. The payment may be used by the beneficiary at his or her discretion unless provisions are specified in a will. The capital sum may assist such matters as the loss of income due to the death, and other expenses, such as medical and funeral bills, child-care costs, college expenses and the costs associated with day-to-day living, such as mortgage and rental payments. Some policies contain features providing retirement income and cash savings. Life insurance may offer both protection and savings.

## What types of life insurance are available?

There are many varieties of life insurance policies, but most can be categorized into two basic types: term and permanent.

**Term-life insurance** offers protection for a set number of years at a fixed premium. It generally has a savings feature that builds surplus cash value. It usually is recommended if your family needs protection for a limited number of years. Term insurance helps meet needs that will disappear over time, such as a mortgage or college expenses. It also is recommended for those who need a large amount of insurance protection and are on a limited budget, since term insurance premiums can be less expensive than other types of life insurance. Some term-life insurance policies contain a "convertible" feature, whereby the term policy can be

converted to a whole-life policy, usually without a medical examination. Term insurance also may be offered as part of a group or as an employee benefit.

**Permanent insurance** may be the right choice for you if you need long-term financial protection. As long as you pay the premium, your beneficiary will receive the death benefit. Premiums can be fixed or variable to fit your personal financial situation. **Whole-life** or **deferred life insurance** has a cash value, which you can use during your lifetime. You also can borrow against the cash value to pay college expenses. The policy can be used to provide protection against a loan. The death benefit is paid to your beneficiary upon your death.

**Variable life insurance** has a cash value of your investment. You can convert it to an annuity, which provides you with an income for life. You can borrow against the policy and use its accumulated cash value in any way you wish. You may owe interest on some of the cash value if the sum borrowed exceeds what you have paid in premiums.

## There are different types of permanent life policies:

- Whole or ordinary life is the most common type of permanent insurance. The premiums and death benefit generally remain constant over the life of the policy.
- Universal or adjustable life offers you flexibility in both premium payments and the death benefit your family receives. You can adjust the death benefit and your premium payments, within certain limits, to fit your financial situation.

- Variable-life insurance is based to the performance of the stock markets. The death benefit and cash value vary with the performance of a portfolio of investments you select. The cash value and death benefit may grow more rapidly than in a whole-life policy, but you also have more risk. If the market does not perform well, your cash value and death benefit may decrease. Some policies guarantee the death benefit does not fall below a minimum level.
- Variable-universal life policies combine features of variable and universal life policies. You have the investment risks and rewards characteristic of variable life insurance, coupled with the ability to adjust your premiums and death benefit, characteristic of universal life insurance.

## How are life insurance premiums determined?

In addition to being based on the type of policy issued, premiums are determined by insurers through the use of mortality tables. These tables are statistical analyses of the deaths of a given group of individuals, beginning at birth and extending until all members of the group have expired. For example, a mortality table will show the likelihood of death in terms of the number of deaths per thousand persons and in terms of the expectation of death at each age. So your age is a top factor in determining your life insurance premium. Your health, occupation, hobbies and many other factors also are used.

There are many life insurance plans available. For the policy that best meets your needs, contact our agency.

