

Is My Life Insurance On Track?

Many individuals own life insurance policies that are not on track to perform as promised. Here is why: improper policy design, unrealistic projections, underperformance of underlying investments, or changes in market conditions or credit ratings.

All life insurance coverage, regardless of type, **should be reviewed every 2-3 years**. By reviewing existing policies, an individual or trustee may identify opportunities to replace or strengthen existing coverage. Email info@jnjassociatesltd.com to schedule a review of your life insurance soon.



Ask yourself the following questions to make sure you have the right kind and amount of life insurance coverage.

Consider

Why

Do I have the right **type** of coverage?

There are two types of life insurance, Term and Permanent. Understand what you own and the advantages and use of each.

Am I paying a **fair** price?

Due to the increase in life expectancy, you could (1) pay less for your coverage or (2) obtain more coverage for the same premium you are already paying.

Do I have **enough** coverage?

Life events such as marriage, birth of a child or starting a new business can all affect how much coverage you need.

Is my policy at risk of **lapsing**?

Since purchasing your policy, how has the following impacted its performance: historically low bond rates, conversion options or carrier financials.

Does my life insurance **support** my objectives?

Life insurance is a financial tool with many purposes. Why you purchased the policy may have changed.

- * Replacement of income
- * Concerned about estate taxes
- * Concerned more about long-term care
- * Looking for living benefits

Our Promise: To help clients preserve capital, minimize taxes, and manage risk. At JNJ, we make this promise to every client. We are passionate about fulfilling it by helping clients and their advisory teams evaluate and implement sophisticated solutions for life, disability, and long-term care insurance.

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