

## *Policy Review*

# Why You Should Review Your Clients' Life Insurance Policies

Life insurance has changed dramatically over the past several years and clients who have older policies should have an insurance review to ensure they are getting the most value for their policies.

- Older policies may not be utilizing the latest cost of insurance factors. Medical and technical advances have greatly decreased mortality costs allowing for substantial reductions in the “cost of insurance” for elder clients.
- Many policies may not have lifetime guarantees. Their viability may be based not only on outdated costs, but also on outdated crediting rates.
- Due to life changes, ownership and beneficiary designations should regularly be reviewed. The wrong ownership and/or beneficiary arrangements may cost your clients more than half of their existing insurance benefits.
- Trustees have an obligation to review the policies they hold in trust, especially since the prudent investor rule replaced the prudent person rule. Many feel that they do not have the expertise to review life insurance policies. Trustees are required to have guidelines and procedures in place to handle Trust Owned Life Insurance; however recent surveys indicate that upwards of 90 percent are not yet using them. As a financial professional, you have the opportunity to assist trustees in fulfilling their fiduciary responsibility.

***Let SBG, Inc. help you be the advisor that:***

1. Saves your clients money
2. Helps your clients obtain the correct life insurance product
3. Enjoys the benefits of helping your clients