

# Frequently Asked Questions

**Q Why do I need a policy review?**

A Life changes, and so do your insurance needs. Maybe your family situation is different from when you purchased your policy (marriage, divorce, a birth or death, “empty nest,” etc.) or perhaps your income situation is different (acquired assets, salary increases, appreciated assets, etc.). Competitive forces within the life insurance industry have provided for unique designs in features, benefits and costs, which may be beneficial to you in your planning process. These changes and others could indicate a greater or lesser need for life insurance, which your financial professional can help you determine.

**Q How often should I complete a policy review?**

A Even if no major life changes have occurred recently, we recommend that you complete a policy review every three to five years.

**Q How long does it take?**

A A policy review can be completed fairly quickly if you spend a bit of time assessing your current situation. Your financial professional can provide you with a worksheet to make this process quick and easy; once you’ve completed it, a simple one-hour appointment with your professional should be all that is required.

**Q What information do I need to complete a policy review?**

A The worksheet from your financial professional will help you determine what information is needed. Some of the information you will need to provide is:

- Current coverage information (type of policy, face amount, etc.)
- Marital/family status
- Salary and other income
- Educational savings/needs (college tuition, etc.)
- Retirement savings/needs
- Assets (real estate, stocks, bonds, precious metals, etc.)
- Financial obligations (mortgage, car loans, small business loans, etc.)
- Other family obligations, such as caring for an aging parent
- Charitable intentions

**Q I can’t find my policy. What should I do?**

A Your policy is an important document that contains information you will need to complete the review. Talk to your financial professional about requesting a replacement policy form.

**Q Do I need to involve my spouse?**

A As you will be making decisions that will guide your financial future, we recommend that your spouse be actively involved in the policy review process.

**Q I’ve lost touch with my financial professional; I think he/she might have moved away or changed companies. What should I do?**

A Since your financial professional already has in-depth knowledge of your financial situation, make every possible effort to locate him or her. If this is not possible, you can request a new financial professional to assist you.

**Q What if it turns out that I need less insurance than I have now?**

A Again, your financial professional can help you adjust your coverage to adapt to any change in your needs.

**Q A policy review sounds like a lot of work. Why should I take the time to do this?**

A The benefits of conducting a regular policy review every three to five years include:

- You will have the peace of mind that your spouse and children will remain as financially secure as they are today in the event of your untimely death, allowing them to carry on with their standard of living and future aspirations
- The opportunity to look at your entire financial situation, which could uncover other changes you may want to consider

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