



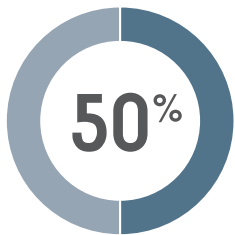
POLICY REVIEW



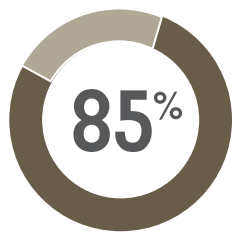
What it is:

Like any other asset, a life insurance policy needs to be reviewed and evaluated periodically to ensure:

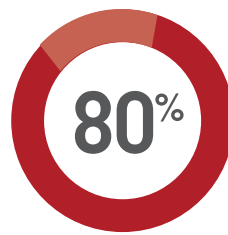
- The policy is performing as originally designed and on track to meet the obligations in place when purchased.
- The policy remains suitable based on your current financial situation in contrast to your circumstances at the time the policy was initially purchased.
- The policy pricing and underwriting assessment is the most competitive available in today's life insurance marketplace.
- Verify that the owner and beneficiary designations are current and meet overall planning and family needs.



...of Americans admit that they don't have adequate coverage.



...of trust-owned life insurance policies could be restructured to provide more value.



...of trustees report having no procedures for policy review.

Life Insurance Policy Review:

If you own a life insurance policy, have purchased insurance in an Insurance Trust, or are the trustee of an Insurance Trust, a life insurance policy review is essential to make sure that the policy is suitable for the current circumstances and meets your current needs or the needs of the trust and its beneficiaries.

A review helps you fully understand what you have, how it works, and the strengths and/or weaknesses of the current policies.

Policies which have not had a thorough review in 4 years or more are the best candidates for review, though any policy can be double checked.

Why introduce a life insurance policy review?

A **due-diligence** based analysis of existing life insurance holdings brings the options within today's life insurance marketplace into clear focus. There are many reasons to consider a life policy review, including:



Current interest crediting rates are significantly lower than the rates proposed/illustrated when a life policy was originally purchased, even just a few years ago. This lower interest rate environment means that some older policies will not be able to perform as originally expected.



Existing policies might have accumulated significant cash value that can be redeployed into other insurance formats providing enhanced coverage, higher death benefits, or lower ongoing premium expense.



The on-going low interest rate environment has prompted insurance carriers to redesign many of their policies to be more efficient. These are either new variants on old policy designs or completely new policy formats which were not available in past years. In either case, these are policies specifically designed for efficiency at low interest rates.



The life insurance industry has experienced company mergers, acquisitions, and carrier exits. Over the same time, many carriers have experienced declines in their financial ratings and/or performance. Making sure that your life insurance carriers remain financially strong is more important than ever.



Improvements in health and today's more aggressive mortality pricing environment has created opportunities to reduce current premium outlays, in some cases significantly.



With the increase in the Federal Estate Tax exemption to \$11.2 million per person (\$22.4 million per couple), many people no longer have a taxable estate. There is often an opportunity to exchange their current program for personally owned policies which include Long Term Care or Chronic Illness riders while maintaining a death benefit.

What does an Arons & Dunsmore life insurance policy review deliver?

1. Policy Audit



A detailed summary of all life insurance holdings providing a clear picture of how each policy is projected to perform.



A review of the structure of policy ownership, beneficiary designations and payment methods to ensure that they're aligned with current needs and wishes.

2. Analyze



An evaluation of the underwriting assessments on existing life insurance policies and a preliminary clinical review to determine possible mortality pricing improvement.

3. Evaluate



A thorough due diligence summary of the financial strength of all insurance carriers represented in the current insurance portfolio.



An objective and in-depth evaluation as to whether there is a more cost effective and prudent planning means to meet your current and future anticipated financial/risk protection requirements.

What's the next step?

Here are some questions to ask yourself:

"Do I currently have life insurance, and if so, when was the last time I had the policy thoroughly reviewed?"

"Have my circumstances changed since I bought the policy and have I adjusted the policy to keep up with my new circumstances?"

"Am I confident that I fully understand my policies and how they can be expected to perform in the future?"

"Have I investigated opportunities to get the same coverage for less premium or more coverage for the same cost?"





Providing protection from the unpredictability of life and securing the future for families and businesses.



Arons & Dunsmore Insurance Agency works with individuals, families and businesses to design and implement comprehensive insurance plans.

Our concierge approach to individuals and businesses ensures that clients are educated and empowered to feel confident in our strategies and the products purchased to support their goals and objectives.

INDIVIDUALS & FAMILIES

We begin with a review of existing policy performance and insurance needs.

We work with the clients advisors, attorneys and accountants to design a plan.

Through **life insurance**, **disability income protection** and **long term care** options, we can recommend solutions to:

- Tax advantage life insurance
- Protect and preserve assets
- Minimize estate taxes
- Supplement retirement plans
- Replace income
- Protect potential earnings
- Preserve future independence
- Supplement savings to pay for extended care

BUSINESSES

We evaluate the business and utilize insurance to build and strengthen succession plans.

We examine other potential risks to the business and recommend risk protection products.

As Certified Family Business Specialists, we can leverage **life insurance**, **disability insurance** and **long term care** insurance to provide solutions to:

- Succession planning
- Buy-sell planning
- Key person insurance
- Exit strategy development
- Collateral assignment
- Supplemental executive benefits

Depth of Knowledge

-Access to the leading life, disability, annuity and long term care insurance companies

-Affiliation with estate planning attorney and certified public accountant for complex estate business and retirement planning

Underwriting Expertise

-Advanced underwriters with extensive experience in risk assessment negotiations

-Medical Directors and underwriters at the top insurance companies to assist in the evaluation of your medical records