

Does Your Life Insurance Have What It Takes? Is It Even Yours?

Many employers offer term life insurance as an attractive benefit. Indeed, group life insurance can be a part of financially protecting your family. But do you understand the differences between a policy that is essentially owned by your employer and an individual life policy that you own? The fact is, group life insurance is not as simple as it seems.

Group Life Insurance

Usually limited to one or two years' salary – your policy's face value still may not be high enough.¹ In 2015, the average issued group policy face amount was \$68,255. Primerica's average policy face amount is \$238,930.²

You may be covered only for as long as you are employed. If you are sick or disabled and have to quit working – or if you are laid off – your employer-sponsored coverage will end. You may apply for coverage through COBRA but you will be responsible for filing the necessary forms and paying 100 percent of the premium unless you qualify for a reduction through federal programs.^{3,4}

If your group coverage ends and you don't already have an individual policy, you may need to apply and go through underwriting to buy new coverage. Your health may have changed over time and you'll certainly be older. This could affect your rates or even your ability to replace your coverage.⁵

Group life offers limited policy options. There is little consideration of your family's financial needs.⁶

Only insures the employee – not a spouse or children.

Due to how they are written, most group life contracts allow the insurer the right to increase your premiums regularly.⁷

You don't have access to a knowledgeable representative who has your needs in mind.

Primerica's Term Life Insurance

Primerica does not limit your coverage. We sell term insurance and term only because it is the simplest and most affordable way for families to get the coverage they need.

Once you have a new term policy through Primerica, you are covered until age 95. Your policy remains in effect as long as you keep your premiums current.

Even if your health changes, once you are covered through Primerica you are covered until age 95. You can continue your policy at some of the best renewal rates in the business.

You own and control your Primerica coverage. Benefits such as an Increasing Benefit Rider, Waiver of Premium Rider and Terminal Illness Benefit are your decisions.

Primerica can cover the whole family with one policy. You save money on policy fees and pricing.

Primerica policies clearly state what you can expect to pay today and in the future.

Your Primerica representative offers you a complimentary, personalized Financial Needs Analysis (FNA) that will guide you regarding how much life coverage you need at that time.

Three Great Reasons to Buy Through Primerica

- **Primerica has been helping families get properly protected, debt free and financially independent since 1977.**
- **Primerica and its affiliates have placed more than \$728 billion of individual term life insurance in force. We are industry leaders.***
- **Primerica life companies have an A+ (Superior) rating from A.M. Best.⁸**

Above figures represent the combined totals for Primerica Life Insurance Company and its operating subsidiaries in these respective jurisdictions: National Benefit Life Insurance Company (Home Office: Long Island City, New York) in New York; Primerica Life Insurance Company, Executive Offices: Duluth, Georgia, in all other U.S. jurisdictions; Primerica Life Insurance Company of Canada (Head Office: Mississauga, Ontario) in Canada.

* As of, or for the year ending, December 31, 2016



www.primerica.com

¹ TheSimpleDollar.com, "Term Life Insurance: The Basics," September 10, 2016 ² Primerica company records and ACLI 2016 Fact Book. ³ NerdWallet.com, "Pros and Cons of Group Life Insurance through Work," May 17, 2017 ⁴ SHRM.org (Society for Human Resource Management), "COBRA: Must an Employer Offer COBRA Continuation on Voluntary Benefits Programs?" June 24, 2016 ⁵ NerdWallet.com, "Pros and Cons of Group Life Insurance through Work," May 17, 2017 ⁶ Ibid. ⁷ LLiS.com, "Pros and Cons of Group Life Insurance Through Work," Policy Matters, Third Quarter 2015 ⁸ As of July 21, 2016. A.M. Best ratings range in order from the highest ratings as follows: A++, A+, A, A-, B++, B+, B, B-, C++, C+, C, C-, D, E, F. Term products offered through Primerica identified here are policy form NBF11AA0 and NC5RV in New York state and ICC15CA0 and ICC15DA0 in all other US jurisdictions. In Canada, term products identified here are policy form ZLF15DA0G and ZLF15CA0G. Primerica's affiliated life insurance companies include National Benefit Life Insurance Company (Home Office: Long Island City, NY) in New York; Primerica Life Insurance Company (Executive Offices: Duluth, GA) in other US jurisdictions; Primerica Life Insurance Company of Canada (Head Office: Mississauga, ON) in Canada. Each company is responsible for its own obligations.