

You May Live Longer Than You Think What Men Should Know When Choosing Life Insurance



If you're a man in your 30's or 40's, 10-year and 20-year Level Term insurance can provide you with inexpensive life insurance coverage should you die at an early age. However, there's a significant probability that you may outlive the coverage – by decades – and still have a need for the benefits provided by life insurance. The question is... **Don't you want protection to last for your lifetime?**

Expect the Unexpected

The good news is that men are living significantly longer in today's world than just 20 years ago. So you need to plan for both possibilities – a long life and the event of premature death. While there's always a chance of dying early, it's more than likely that you could outlive your income and insurance protection.

A typical choice to guard against the financial consequences of premature death is to purchase Term Life insurance. In the chart below involving a 45 year-old male in good health who doesn't smoke, 10-year Level Term coverage will end at age 55 and 20-year Level Term coverage ends at age 65.

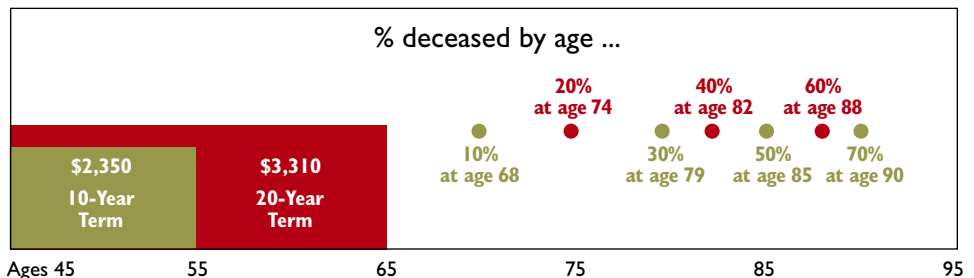
For the few men who may die within the 10 or 20-year period, Term Life insurance would have been a wise choice. But it's a fact that 90% of average healthy men who qualify for this protection at age 45 will live beyond age 69. And 50% of those will live beyond age 85!

DEFINITIONS

Actual Mortality Experience: The probability that a person won't be living at a given attained age, based on Guardian's actual experience from groups of life insurance policyholders. By studying large groups, reliable predictions can be made.

Life Expectancy: The age at which 50% of a given group of people (assuming the same sex, age and health) can be expected to have died, while 50% are still alive.

LEVEL ANNUAL PREMIUMS



This chart is based on Guardian Level Term policies (Policy Form #05-GLT) with \$1 Million of face amount and Guardian's current actual mortality experience of males at age 45 who qualify for the Preferred rating class.

Courtesy of: Barry Page and Legacy Insurance Agency, PLLC
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How *Permanent Life* Insurance Can Meet Your *Lifetime* Insurance Needs

Today, the meaning of “retirement” is changing, and many opportunities and challenges come with the possibility of longevity. Those who prepare in advance have many more alternatives than those who don’t. For example, you could choose to tap into the equity of a home or vacation property, elect a single life annuity rather than a smaller joint and survivor annuity or take larger distributions from your other savings to live comfortably and reap your life’s rewards. How can you take advantage of these opportunities and still ensure the security and protection of your loved ones? The solution is simple.

Having the right amount of permanent life insurance in place allows you the luxury of having many options without worrying that your surviving spouse won’t have enough money to live on. After your death, the life insurance proceeds may be used to pay off any loans against your home, replace the single life annuity that ends at your death, or provide the cash to restore the other resources you used. And by keeping your policies in force with required premium payments, you can rest assured that the protection you need is guaranteed by Guardian.

The full spectrum of permanent life insurance benefits includes the following living benefits as well as the death benefits that are also applicable for Term Life:

LIVING BENEFITS OF PERMANENT LIFE INSURANCE

- Every permanent life insurance policy can be converted into an annuity¹.
- Under the terms of an optional rider, if you should become terminally or chronically ill, you can receive part of the death benefit to help ease financial burdens or provide an enhanced quality of life².
- Beyond built-in guarantees, Whole Life insurance earns annual dividends that can add value to your policy through increased flexibility and income growth³.

DEATH BENEFITS OF BOTH TERM AND PERMANENT LIFE INSURANCE

- Life insurance death benefit payable to your heirs is income tax-free.
- Your heirs do not need an attorney to collect or distribute life insurance proceeds, and the benefits may be paid out in as little time as a week following the company’s receipt of a claim.
- If desired, life insurance proceeds can be paid out over time with interest, assuring that persons unfamiliar with large amounts of money don’t spend it too quickly.

¹ Excessive loans may cause a policy to lapse or affect the ability to convert a Whole Life policy into an annuity.

² Riders may have additional costs above the premium amount.

³ Dividends are not guaranteed and may be declared by the Board of Directors.

Life Insurance as Protection Against Untimely Death

Having life insurance in place – either Term or Permanent – can help you meet your life goals, providing versatility, growth, protection and peace of mind. It can help you ensure that your survivors will have continued income if you are no longer there – for your children’s education, to pay off your mortgage, to simplify the transfer of assets, or to make gifts to charities. It can also be used to replace wealth lost due to expenses and taxes that could follow your death. The funds provided by life insurance can help you or your heirs avoid a forced sale of treasured family assets or enable your family to obtain fair value for a family business.

Whatever your choice is, remember, you may live longer than you think, so make sure you’re prepared for a lifetime.



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