



Tips for Buying Life Insurance (whether you already have it or not)

If you have loved ones who depend on you, now is the ideal time to consider purchasing life insurance (or if you already have some, now is a good time to evaluate if you need more of it). The following tips can help make the buying process easier and ensure you purchase the best coverage for your needs.

- 1 Determine how much you need**
Review your debt and living expenses your loved ones will have to cover until they reach retirement (spouse) or are out on their own (children). This may include considering the annual cost of living expenses and childcare as well as future expenses such as college tuition. **MOAA Insurance Plans offers a handy calculator to help you.** www.moainsurance.com/calculator. 
- 2 Ask a trusted friend or financial resource for help**
If you have a trusted friend or financial advisor, ask for help reviewing your needs and the types of plans you should consider. Many insurance companies also offer access to benefit specialists to help you with plan information. **MOAA members have access to resources, benefits and guidance through MOAA's Life Insurance Plans.** Visit www.moainsurance.com or call 1-800-247-2192 for details. 
- 3 Choose the right type**
There are two basic types of life insurance: term and permanent "cash value." Term provides coverage for a lump sum death benefit amount for a specified period of time (term). It's usually simpler and less expensive. Permanent provides coverage over a lifetime and can be used as a savings or investment vehicle. Explore these options to determine the best choice for you. 
- 4 Compare your options**
Shopping for life insurance can be complicated—and it's a competitive market. Once you decide which type is right for you, compare plans, benefits, rates and financial ratings of each company to find the best value for you. 

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Buy from a financially strong insurance company

Make sure the insurance company you choose is financially secure to pay claims and meet debts. There are several national rating agencies that measure the stability of insurance companies: A.M. Best, Standard & Poor's, and Moody's. Generally an "A" rating or higher is ideal.



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Maintain a healthy lifestyle

Getting in shape and maintaining a healthy weight and lifestyle can help you obtain coverage at an affordable or "preferred" rate. Generally if you smoke, are overweight, have high blood pressure or cholesterol, you'll be put in a higher risk class, pay higher premiums or denied coverage altogether.



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Watch out for "Gotchas"

Once you find the plan that offers the best value, make sure you read all the fine print. Some plans have rules on rate increases, benefit changes and renewals, and you don't want to purchase a plan that will immediately increase your rate or cut back benefits.



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Take advantage of 30-day FREE look

Insurance policies and certificates can include a lot of jargon and legal requirements. That's why insurance companies give you 30 days to review the plan to make sure it's what you thought it would be. Take advantage of this time period to make sure you understand all the plan terms, benefits and other information before you pay any premiums.



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Update for changes in lifestyle

Buying life insurance isn't a one-time-only purchase. You should review your needs on an annual basis to make sure the amount you have keeps up with your lifestyle. Many lifestyle changes, including job promotions and changes, getting married/divorced, having children, buying a home and other events may mean you need to update your coverage. [Here are some things to consider when it comes to your life insurance needs as you go throughout your different life stages.](#)



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DO IT NOW

The unexpected can happen at any time. Life insurance can provide your loved ones with an important financial safety net. But without it or without enough, they could be forced to make lifestyle changes—such as moving and downsizing their home, foregoing college for your children, seeking another job or an additional job and more. Take the time now to review your life insurance needs.



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For more information about MOAA's Life Insurance Plans, visit www.moainsurance.com or call 1-800-247-2192