Morgan Stanley

The Balog Group at Morgan Stanley

Insurance Reviews

People today are living longer, healthier lives, which is great news. Improvements in medical care have increased the length of time that retirees have to enjoy their golden years. [*See graph on the following page]*

Planning ahead can help manage the risk that longevity can pose to one's savings as well as your family's income needs. Whether you choose to avoid risk, accept it, transfer or self-insure against it, everyone should have a plan.

When was the last time you reviewed your existing life insurance needs? Have you asked yourself, do I have sufficient coverage? Do I still need the coverage now that my kids are grown? Or can I get a better deal?

In a low interest rate environment, like what we experienced over the last decade+, insurance companies had a hard time finding investments with adequate yield to support their policies. This may result in higher premiums. Now that we are in a higher interest rate environment, insurers that are seeking new business are adjusting their product pricing which makes it an opportune time to review your existing coverage for something better.[1] A policy review will:

- Figure out if your existing coverage still makes sense for your current needs.
- Make sure your ownership and beneficiary designation is still in line with your legacy strategy.
- Ensure that policy features are still aligned with your retirement and long-term care needs.

If you are interested in having us review your existing coverages, please contact our office at 949-365-5306.

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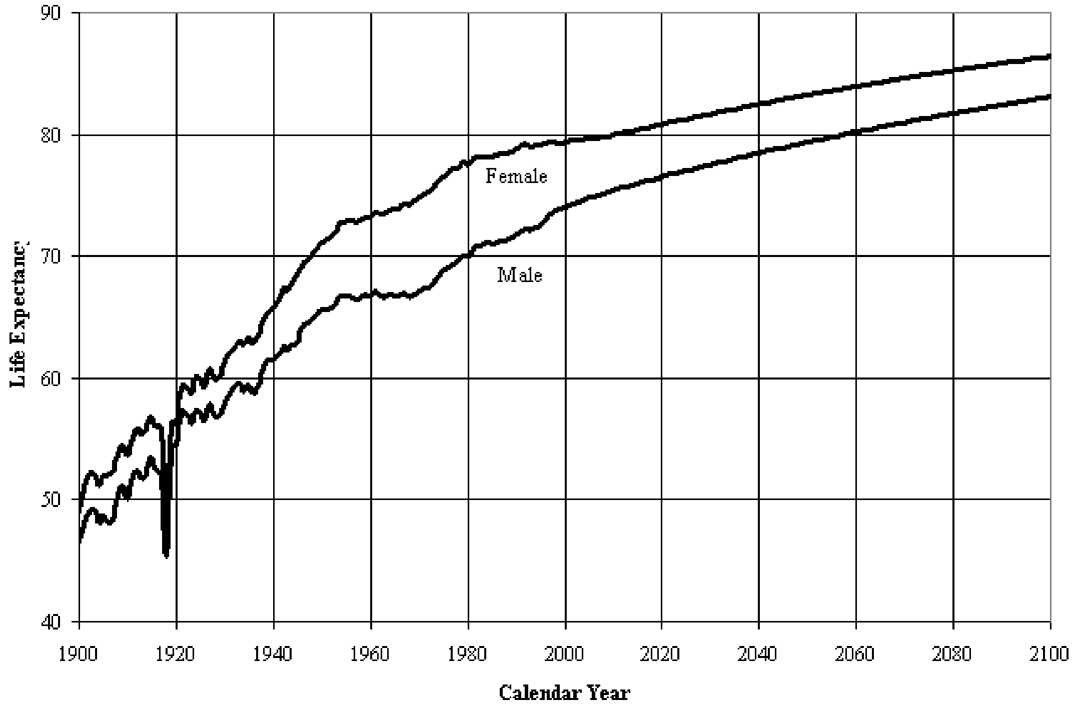
Figure 1. Life Expectancy Over Time[2]



Source:
1. National Association of Insurance Commissioners – Interest Rates and Insurance
2. Life Tables for the Unites States Social Security Area 1900-2100 – Actuarial Study No. 120

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