

# INDIVIDUAL LIFE INSURANCE



*Life insurance is an important part of any financial plan. It can help you provide security and continuity of income for your family when you are no longer there to provide for them.*

## Protecting Your Family's Future

You may already have the Federal Employee Group Life Insurance (FEGLI) — or some other life insurance policy. But a periodic review of your insurance is essential to be sure your coverage still meets your needs and those of your loved ones.

## Why Do I Need Life Insurance?

Life insurance provides a payment to your heirs in the event of your death. Your loved ones can use that payment to:

- > Pay burial costs and estate taxes.
- > Pay off debts such as your mortgage, loans and credit cards, and health care expenses.
- > Help your family maintain their lifestyle by replacing the income you provide now.
- > Help pay others to do things you currently do, such as caring for children or parents.
- > Help pay college expenses for your children or provide additional retirement income for your spouse.
- > Provide ongoing support for a dependent with special needs.

Life insurance payments are usually free of income tax, which can make them a powerful tool for estate planning. The life insurance coverage you need depends on many factors, including your age, financial and family situation, health, and more.

## Why Individual Life Insurance?

Individual life insurance can offer advantages that group life insurance cannot provide. You might need individual life insurance if you:

- > Need a greater amount of coverage than is available through your group or employer plan.
- > Want to leave a legacy to your children, grandchildren, institutions, or charities you support.
- > Cannot qualify for group life insurance for health or other reasons.
- > Need a permanent death benefit to protect a special needs loved one.

## How Much Life Insurance Is Enough?

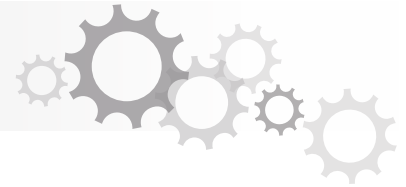
That depends on your personal and financial situation. Our licensed Wealth Management Financial Advisors can work with you to determine the appropriate coverage level. We will help you explore your coverage needs through questions such as:

- > How would your family pay your funeral expenses? Would they have enough to pay any taxes due on your estate?
- > How much of your family's income do you provide? How much of that income could they make up or do without?
- > Do you have children? If so, how old are they? If you died tomorrow, would they be able to go to college or have other life experiences you had planned for them?
- > Do you want to leave a legacy for your children and grandchildren or for charities that you support?
- > How do you expect inflation to affect your family's future needs?

For help getting started on deciding how much life insurance you need, you can use the calculator at [www.geba.com/life](http://www.geba.com/life).



# INDIVIDUAL LIFE INSURANCE



## What Kinds of Plans are Available?

Individual life insurance is available in two basic types:

- > **Term:** These policies last for a defined period, usually five to 30 years, and pay only if you die before the term ends. Premiums are usually much lower on term policies, largely because the insurer might never have to pay.

Term policies can provide your beneficiaries with money for specific needs, such as paying for college or paying off your mortgage. When you no longer have these needs, you may not need the coverage.

- > **Permanent:** These policies are designed to cover you for your entire life. The premiums depend on your age and health when you buy the coverage. Permanent life insurance is often used for protecting your spouse from the loss of your pension, tax and legacy planning, and/or funding trusts for special needs children.

Most permanent policies have a savings component that allows you to accumulate cash on a tax-deferred basis. You can also combine permanent life insurance with term life insurance (Group or Individual Plan) to provide the level of protection you need at every stage of your life

	TERM LIFE INSURANCE	PERMANENT LIFE INSURANCE
Coverage length	Specific Term	Entire Life
Premiums	Generally level throughout term	Level or can be flexible; paid for life
Accrues cash value	No	Yes
Allows Loans/Withdrawals	No	Yes, cash value decreases
Uses	Income replacement for specific time period	Income replacement, estate planning, caring for special needs children

## To Get Started:

- > Call GEBA Wealth Management at **(301) 688-7912** or **(800) 826-1126** or email us at [info@gebawealth.com](mailto:info@gebawealth.com) to set up an appointment with one of our licensed Financial Advisors for a free, no-obligation insurance review.
- > The Advisor will begin by reviewing your current insurance policies, then assess your needs – focusing on your financial situation, your health, and life events such as marriage, divorce, children, etc.
- > If the review suggests that you might benefit from adjusting your life insurance plan, your Advisor will explain the various coverage plans, limits, and costs from a variety of carriers.

If you decide to get additional coverage, your Financial Advisor will negotiate with industry leading carriers, review the options with you, and recommend the most favorable coverage. He/she will also answer any remaining questions you have and review the final policy with you once underwriting is complete.

## Why Work with GEBA Wealth Management?

- > We take the time to talk with you, to understand your specific needs and explain your options.
- > Our licensed and experienced Financial Advisors understand life insurance, financial planning, and federal benefit plans.
- > We work with highly-rated insurance companies that will be there when your family needs them.
- > We work for you, not for the insurers, so we can give you unbiased advice and help you find the best coverage at the best price to fit your specific needs.

