



Personal Perspective

Insurance Update

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Full Disclosure for Full Coverage

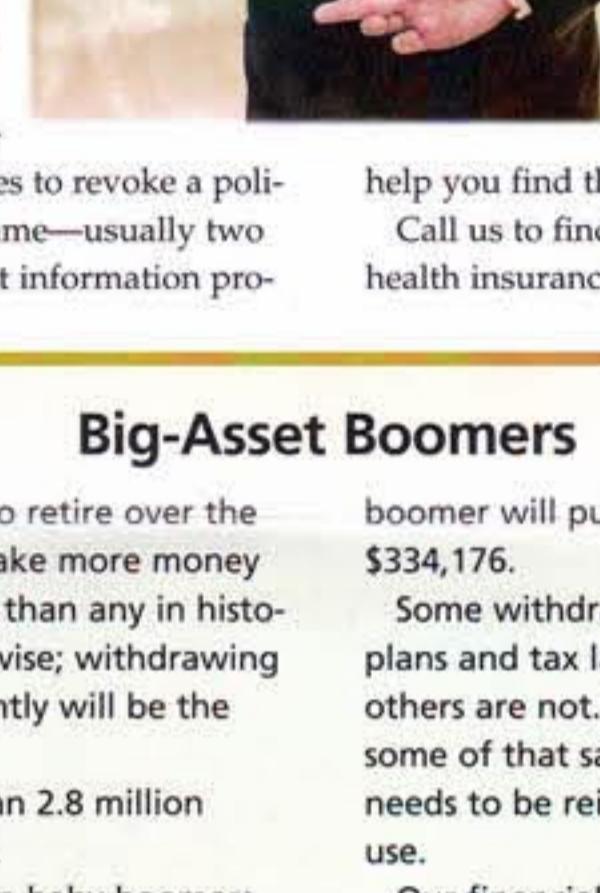
Workers whose employers are cutting back on or do not offer group health insurance may turn to individual health plans for medical insurance. Individual plans usually require a review of your medical history, and many mandate an exam for qualification. Acceptance by the insurance company and the price of the premium are often determined by an applicant's medical history and current health.

It is imperative that applicants make a full disclosure. Most states will allow providers of individual health insurance policies to revoke a policy within a certain time frame—usually two years—if they discover that information pro-

vided on the application was false or inaccurate. If such a discovery is made, the patient could be forced to pay for all of his or her own medical care, including reimbursing the insurance provider for care previously paid for.

If you have or plan to purchase an individual health insurance policy, it is strongly recommended that you discuss the policy with a professional advisor. Our specialists can help you gather accurate information essential for full disclosure on your application, and we can help you find the best policy for your budget.

Call us to find out more about individual health insurance. ■



Big-Asset Boomers

The generation set to retire over the next 10 years will take more money with it into retirement than any in history. Saving money was wise; withdrawing and spending it prudently will be the next challenge.

- There are more than 2.8 million 62-year-olds in the U.S.
- There are 79 million baby boomers who were born between 1946 and 1964.
- Baby boomers' estimated assets in 401(k)s total \$1.75 trillion.
- Boomers are expected to roll over \$301 billion into IRAs in 2008.
- The average amount a retiring

boomer will pull out of a 401(k) is \$334,176.

Some withdrawals are mandated by plans and tax laws; some are taxed and others are not. It might be the case that some of that saved retirement money needs to be reinvested for even later use.

Our financial advisors can assist you in making your retirement assets work for you. Take advantage of our expertise in insurance and investments to get the right combination both for your security and the benefit of your loved ones long into the future. ■

Injury and Illness Can Stop Your Paycheck

One in three workers over the age of 30 will suffer a disability that will keep them out of work for at least six weeks. Disabling injuries and illnesses can cause missed mortgage payments and even lead to home foreclosure. Most Americans are financially unprepared to handle even a short-term break in income flow, much less an extended loss of pay.

Disability insurance can provide the stopgap funding you need to cover mortgages, school debts and other installment payments. Disability insurance is readily available to almost anyone. There are two types of disability insurance: short-term and long-term. Short-term policies can require that a claimant wait two

weeks for benefits to start and have a maximum benefit period of no longer than two years. Long-term policies

depends on the policy you choose. You can get a non-cancelable policy, which allows you to renew the policy every year without premium increases or benefit decreases (stipulating that your payments remain current, of course), or you can opt for a guaranteed renewable policy that allows the insurer to increase premiums as it does for its other policyholders in your class.

Policies vary in what they offer concerning additional purchasing options, cost of living adjustments, premium waivers and other features. Our insurance specialists can show you the options and help you find a disability policy that will protect your finances in the case of a disabling injury or illness. Call us today to learn more. ■

Planning Your Own Retirement Funding

Only 24% of Americans are confident they will have enough money saved for retirement.

Contributing to this concern is the worry that Social Security will be inadequate or non-existent by the time many retire. The Social Security Administration reports that the average monthly benefit to a single person is \$958, barely above standard poverty levels.

This inadequacy is coupled with the fading of traditional employer-provided pension plans, longer life-spans, and increasing costs of health care and overall lifestyle.

The fact is that individuals now bear a significantly greater responsibility for their own retirement sav-

ings. Changes in consumer behavior and savings discipline are at the core of a successful retirement plan.

Even if your employer doesn't

offer a 401(k) or another savings vehicle, you can participate in a retirement program. Our agents can assist you in finding options for plans and accounts to firm up your future.

The first step is to put retirement savings into your budget. At first that might seem impossible, but a closer look will reveal that—for most households—there is a 5% waste. The second step is to pick long-term savings plans that reduce your current tax burden without slamming you with taxes when you go to withdraw your savings later in life.

We offer planning tools that will aid you in developing a long-term plan that fits your current capabilities and

your future needs. Remember, too, you can benefit from a personal program even if you already participate in an employer-sponsored plan. Call us to get started. ■



can have a waiting period of as much as several months but might offer an unlimited benefit time thereafter. It all

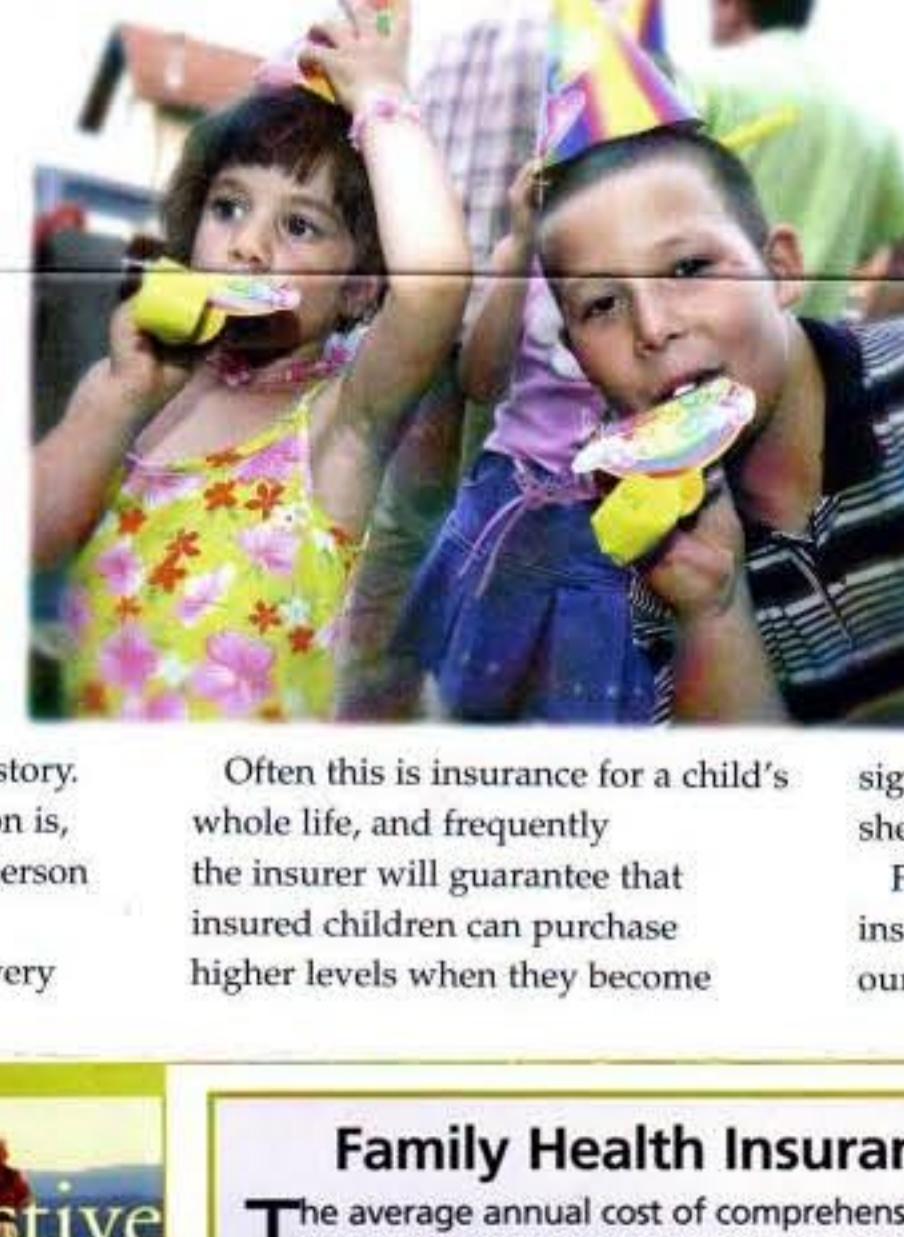
Life Insurance for Kids

While the very nature of the discussion is difficult, parents often ask if purchasing life insurance on a child is a good idea. Pre-qualified insurance in adulthood, guaranteed insurability for more life insurance, the build-up of policy value over a longer time period, and relatively low premiums make childhood life insurance an attractive option.

A problem many people encounter when purchasing life insurance as adults is their insurability. This is the standard by which life insurance companies calculate risk, coverage and premium based on personal factors like age and health history. The more "insurable" a person is, the more life insurance that person can purchase for less money.

Statistically, children have a very

low risk of mortality. For this reason, parents can purchase a great deal of life insurance for their child at relatively little cost.



Often this is insurance for a child's whole life, and frequently the insurer will guarantee that insured children can purchase higher levels when they become

adults, even if they become ill or develop a high-risk profile. For example, a child who develops diabetes or cancer at an early age will find obtaining life insurance more difficult in the future. Guaranteed insurability coverage will give an insured child the option of purchasing additional coverage in the future, without the need to prove insurability through medical review.

Certain products, such as variable life and universal life insurance, couple a death benefit with a savings or investment element. The earlier the policy begins, the more time there is for its savings portion to grow, offering significant value to the child as he or she ages.

For more information about life insurance coverage for children, call our service team today. ■

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Family Health Insurance Saving Methods

The average annual cost of comprehensive health insurance for a family of four is \$11,000. Families purchasing their coverages individually rather than through a group plan could experience even higher costs. However, there are ways to reduce family health care expenditures.

Healthier families can take on greater out-of-pocket expenses. Other than routine exams, does your family do a pretty good job staying out of the doctor's office? If so, raising co-payments for visits and deductibles for treatments can cut 10% to 20% off your premium.

Read your welcome package. This package usually contains a booklet with information about all the services that are covered by the policy. In some cases, you may be able to negotiate costs of included services that aren't a priority for your family, such as vision care or prescription drugs.

Talk to a professional. Resist the urge to purchase an individual health policy online or by calling an 800 number. One of our insurance professionals can help you shop for better deals, understand coverage, and avoid mistakes that could lead to costly cancellations. ■