

WHO'S MANAGING YOUR POLICY?



“The only person tasked with monitoring a policy is often the policy owner who, most of the time, is completely unequipped to fill this role.”

(Life Insurance 10X Book – Ch. 11)

NO ACTIVE MANAGEMENT

POLICYOWNER SOLELY RESPONSIBLE FOR THEIR POLICY'S PERFORMANCE

Advantages:

- + No one benefits from an unmanaged insurance asset

Disadvantages:

- Cost of undiscovered policy issues could be greater than the annual fee for the Policy Management Company
- Unknown policy performance and status
- Missed premium payment, possibly causing a lower death benefit amount
- Changes in the guarantee on your policy, possibly terminating your coverage earlier than originally anticipated
- Unexpected termination of your coverage, putting you and your beneficiaries at financial risk
- Missed conversion deadlines on term policies, requiring new proof of insurability if interested in obtaining a life insurance policy

KEY FEATURES

Peace of mind	✎
Maximize the value of your policy	★
Your convenience	★

INSURANCE COMPANY

Advantages:

- + Online access to policy information
- + Some insurance companies offer online Annual Statements, billing notices and lapse notices
- + Online access to service forms
- + Some insurance companies may offer a one-time policy review

Disadvantages:

- Cost of undiscovered policy issues could be greater than the annual fee for the Policy Management Company
- Some carriers may not alert you to premium reminders which could negatively affect policy performance, unbeknownst to many policyholders
- Some carriers may not send lapse notices that your policy is about to terminate
- Insurance companies that may offer a one-time review, generally provide this for policy replacement purposes to grow their book of business, therefore no analysis or other recommendations are provided
- The owner would need to self-interpret in-force life insurance documents
- In-force illustrations are not always accurate

KEY FEATURES

Peace of mind	★★
Maximize the value of your policy	★
Your convenience	★★

TRUSTEE MANAGED

Advantages:

- + Policy monitored
- + Currently knows what the purpose of coverage is
- + Additional resource for questions and service support

Disadvantages:

- Cost of undiscovered policy issues could be greater than the annual fee for the Policy Management Company
- Less knowledgeable on the insurance industry than insurance specialists
- Extensive time spent requesting and analyzing in-force documents from the insurance company
- More difficult to analyze the in-force information provided by the insurance company
- The primary focus may be managing the trust rather than the insurance policy

KEY FEATURES

Peace of mind	★★★★
Maximize the value of your policy	★★
Your convenience	★★

VALMARK POLICY MANAGEMENT COMPANY

THROUGH AN EXCLUSIVE PARTNERSHIP WITH YOUR INSURANCE ADVISOR

Advantages:

- + Analyzes documents to provide an Annual Policy Review Report with recommendations, resolving errors and preventing issues
- + Aids with term policy conversions using current market comparisons
- + Prevents missed premium payments by sending reminders
- + Remediates policies that are about to unexpectedly terminate
- + Monitors insurance companies' performance rankings & how that may affect your policy
- + Monitors policies to ensure they are performing as originally designed
- + Helps insurance agents focus on what they do best—relationship management—while providing a service to ensure the well-being of clients' loved ones
- + Communicates with your insurance agent regarding your policy

Next Steps:

- Speak with your agent to discuss costs for ongoing services to ensure your in-force policies stay on track

KEY FEATURES

Peace of mind	★★★★★
Maximize the value of your policy	★★★★★
Your convenience	★★★★★