



# Taking Another Look

## What to consider when reviewing existing in-force policies.

Life insurance is an important component of your client's financial plan. Evaluating and reviewing a life insurance policy can determine whether it is performing according to expectations — and meeting the financial goals of your client.

There are many factors to consider that may impact your client's policy. Below are some of the significant reasons to consider reviewing existing in-force policies. These include:

<b>Changes to Clients' Lifestyle</b>	Family, financial or business status may impact your clients' life insurance coverage needs.
<b>Underwriting Advancements</b>	Medical advances, improvements in underwriting technology, as well as life expectancies, may impact product pricing.
<b>Interest Crediting Rates</b>	Interest rates on life insurance policies have been impacted by overall market volatility and may cause policies to not perform as projected.
<b>Underfunded Policies</b>	Policies that were underfunded may result in longer payment periods or higher than expected premiums.
<b>Loans, Withdrawals or Other Policy Changes</b>	Loans, withdrawals or other policy changes may affect the policy's performance.
<b>Legislative Changes</b>	Regulatory changes to state or federal estate tax laws may impact your client's policy.
<b>Company's Financial Strength</b>	Ensuring the strength and the stability of the company as reflected in the financial ratings of the major rating agencies.

### Life Insurance Policies in Irrevocable Trusts

The trustee should periodically review the life insurance policy to determine if it is performing as expected and should engage the services of an insurance specialist, if necessary. Attention should be paid to policies that are not performing as illustrated, policies that are not guaranteed until older ages, policies that are not cost-efficient (and may need to be replaced) and policies that may have a scheduled jump in premiums. In addition, the trustee should determine whether insurance coverage would be sufficient for the current needs of the trust beneficiaries.

**For more information, please contact your John Hancock National Account Manager.**

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