

What to Ask Your Life Insurance Agent

These are a mix of important and great questions I've personally been asked.

- How long have you been in the business?
- What's your vision for your business?
- How is that vision going?
- Do you plan on staying in this field?
- What type of life insurance do you personally have?
- Would you sell what you are recommending me to your family member?
- What's the reason behind your recommendation?
- Does it align with your goals, budget and come from a holistic approach?
- Are you quoting me the best possible rating? ***Important***
 - If so, chances are they're not being realistic.
- If I'm a smoker and I quite can I apply for a better rating in the future?



If term:

- Does this policy have any upgrading privileges with no underwriting if I want a permanent policy in the future?
- If not what do I have to do to get a new policy in the future, more underwriting?
- What if I'm not insurable?
- Will my family receive the FULL death benefit if something happens to me within 2 years?
 - E.g. Some may have a graded scale that will only pay back the premiums plus 10-20%.

If permanent:

- Does this policy have dividends?*Important*
- If so can you show me the dividend pay out history for the past 5 years vs your competitors?*Important*
- Will my death benefit increase?
- At what point will the cumulative premiums paid be more than my death benefit?
 - I've seen this with Universal Life policies or any policy with a level death benefit.
- Is my premium guaranteed to be level forever?
 - It's important to understand what to expect in the future
- If I become disabled am I still required to pay my premium?
 - Some companies offer a Disability Waiver if clients become disabled from 2 of the 6 ADLs and will begin paying their premium for them.
- What happens if I become chronically ill?
 - Some companies offer a Chronic Care rider to begin paying out the death benefit prior to death to help with expenses.

Just for fun:

- What's your process for staying in touch with clients?
- What's your process for death benefit claims and how long will it take for my family to get a check?
- Do you have any client references?
 - Because of client confidentiality this can be tricky and needs to be preauthorized by the client before connecting with them.

Sarah McAllister is an agent for New York Life Insurance Company and Registered Representative offering securities through NYLIFE Securities LLC(Member FINRA/SIPC). A licensed insurance agency. This newsletter is provided to our readers as an informational source only. The ideas, opinions, and concepts expressed here should not be construed as tax, legal, accounting, financial, and/or investment advice. You should contact your professional advisers regarding your particular situation.

*Dedicated to the friends, clients, and prospects of Sarah McAllister