

## Life Insurance, Health Insurance and Employer benefits.

Although there is a lot of material, do not be intimidated! You have definitely worked with these topics before. Maybe not as a provider, but as an employee of a company you have had to learn and decide on various benefits!

Let's start with Life Insurance. I always think of the pushy life insurance agent in the old movie, Ground Hog Day! Every day, the agent chases Bill Murray to convince him to buy life insurance. Whenever I go out to sell insurance, I cannot get that visual out of my mind! But, we are really not annoyances! As you read about life insurance, you realize how important it is! There is nothing that makes me more satisfied than to deliver a six figure check to someone who just lost their spouse. I cannot help them in any other way, but at least I know that their finances will be cared for.

Life insurance can be broken into term policies and whole life policies. Term policies are temporary policies. This means that if you want to insure your spouse while the kids are young and need two paychecks, you might choose that one.

There are a few types of whole life policies to choose from: variable, universal life and variable universal life. There are many theories on this topic, but the contract area may be of interest to you.

Next, let's explore Health Insurance! I am sure that all of you have a basic understanding of this from your own personal experiences. Are you familiar with the problems of the uninsured in the U.S. and other nations? This is an ongoing debate, so we are just learning the facts.

Major medical insurance is one of the most important topics in this lesson. There are many variables to choose from and each family is unique in their needs and ability to pay the premiums on. Some policies have a larger deductible for you to pay, but are less expensive to purchase. Others have a higher out-of-pocket limit than others. When choosing these options, be very careful to know WHEN you are saving money you are getting less coverage.

One thing that can help us save money on insurance is to sign up for a health savings account. This is a tax savings for you by putting monies away for future health care needs. Some are offered through our jobs if we are lucky!

Long-term care insurance covers you if you become unable to care for yourself due to illness or accident. It has become very popular in the last decade, as most people want care at home and not in a nursing home or rehab facility. And even if you do need a nursing home, the insurance policy will provide you with enough money to stay at a great place! I personally sell many of these policies every year! It is a good thing to have for ourselves or our aging parents! It takes the burden off the families, by providing great care by skilled caregivers when we cannot be there to care for our loved ones.

Disability income is our last topic. One cannot understate the importance of this insurance. Imagine if you or your spouse became disabled. Even if it were temporary, who would pay the bills? A disability policy covers your salary while you are ill. There are short-term and long-term policies for this, and our firm does a lot of business in this product, too. We especially cover doctors and dentists. Just imagine if your dentist broke her wrist. Could she do your root canal? No! Well, that happened to my dentist this year. She lost six months of income while recuperating, and she is only 28 years old! I did not want to ask if she had insurance! :)

**Enjoy your week!**

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Reference

**Rejda, George. E. Risk Management and Insurance (11<sup>th</sup> edition). Prentice Hall.**

