

TOP 10

TIPS FOR BUYING A LIFE INSURANCE POLICY IN 2016

{WHETHER YOU ALREADY HAVE ONE OR NOT}

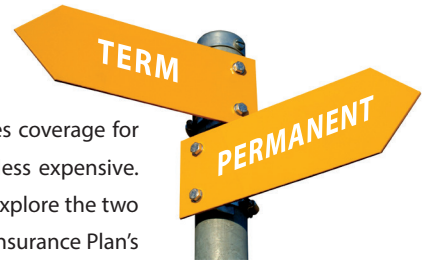
Buying a life insurance policy probably isn't the most pleasant or exciting item to shop for on your list this year. But if you have loved ones who depend on you, now is the ideal time to consider protecting them with life insurance (or more of it). The following tips can help make the shopping process easier and ensure you purchase the best coverage for your needs:



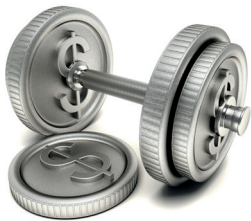
1 DETERMINE HOW MUCH YOU NEED

Figure out who depends on you for financial support: spouse, children, parents, etc. and how much money it will take to cover all your debt and their expenses until they reach retirement (spouse) or are out on their own (children). MOAA Insurance Plans offers a handy calculator to help you. www.moaainsurance.com/calculator

2 CHOOSE THE RIGHT TYPE



There are two basic types of life insurance: term and permanent "cash-value." Term provides coverage for a lump sum death benefit amount for a specified period of time. It's usually simpler and less expensive. Permanent provides protection over a lifetime and offers an investment or savings vehicle. Explore the two life insurance options to determine the best choice for your needs and budget. With MOAA Insurance Plan's live chat option at www.moaainsurance.com, answers about term life are at your fingertips.



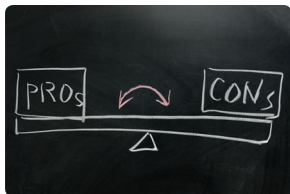
3 BUY FROM A FINANCIALLY STRONG INSURANCE COMPANY

Make sure the insurance company you choose is financially secure to pay claims and meet debts. There are several national rating agencies that measure the stability of insurance companies: A.M. Best, Standard & Poor's, and Moody's. Generally an "A" rating or higher is ideal.

4 GET IN SHAPE

Getting in shape and maintaining a healthy weight and lifestyle can help you obtain coverage at an affordable or "preferred" rate. Generally if you smoke, are overweight, have high blood pressure or cholesterol, you'll be put in a higher risk class, pay higher premiums or denied coverage altogether.





5 COMPARE YOUR OPTIONS

Shopping for life insurance can be complicated—it's a highly competitive market. Once you decide which type is right for you, compare plans, benefits, rates and financial ratings of each company to find the best value for you.

WATCH OUT FOR "GOTCHAS"

Once you find the policy that offers you the best value, make sure you read all the fine print. Some policies have rules on rate increases, renewals and benefit changes and you don't want to purchase a policy that will immediately increase your rate or cut back benefits.



7 TAKE YOUR 30-DAY FREE LOOK



Insurance policies are often full of jargon and legal requirements. That's why insurance companies give you 30 days to review the policy to make sure it's what you thought it would be. Take advantage of this time period to make sure you understand all the policy terms, benefits and other information before you pay any premiums.

ASK A TRUSTED FRIEND OR FINANCIAL ADVISOR FOR HELP

You don't have to go it alone when shopping for life insurance. There are many resources you can turn to for help. Most insurance companies offer a toll-free number with access to benefit specialists to help you if you don't understand policy information. If you have a financial advisor you trust or a friend, have him or her review the policy to make sure everything makes sense and the policy meets your needs.

8



9 DON'T FORGET ABOUT IT NEXT YEAR



Buying life insurance isn't a one-time only purchase. You should review your needs on an annual basis to make sure the amount you have keeps up with your lifestyle. Many lifestyle changes—including job promotions and changes, getting married, having children, buying a home and other events—may mean you need more coverage.

DO IT NOW

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The unexpected can happen at any time. That's why it's important to be prepared and protect your loved ones. Life insurance can provide them with an important financial safety net. But without it or without enough, they could be forced to make lifestyle changes—such as moving and downsizing their home, foregoing college for your children, seeking another job or an additional job and more. Take the time now to purchase your life insurance policy.



FOR MORE INFORMATION ABOUT MOAA'S LIFE INSURANCE PLANS, VISIT WWW.MOAAINSURANCE.COM OR CALL 1-800-247-2192