



INSURANCE SOLUTIONS

at Janney Montgomery Scott LLC

Insurance is an essential component of any successful financial plan. The purpose of insurance is to protect you and your loved ones from the economic hardships that can arise because of illness or death of a family member. It is important to review your insurance coverage on a regular basis to make sure it still works given your current needs and financial circumstances.

WHY REVIEW YOUR INSURANCE NEEDS?

There are several important reasons to review your insurance needs, including:

- Significant innovations in insurance company offerings and product design
- Cost of living increases that are not yet reflected in your coverage
- A change in your personal needs, family circumstances, health and/or income goals
- An increase or decrease in the value of your business or portfolio

Your Financial Advisor can review your insurance coverage and offer solutions that can better meet your current goals.

TYPES OF INSURANCE

Janney can offer you a full array of insurance solutions from nationally-recognized insurance providers. These solutions include:

Life Insurance

Life insurance offers financial security by providing immediate and long-term cash benefits at a time of great need; the loss of a loved one. Life insurance is also an excellent tax-advantaged asset for wealth accumulation and legacy planning. There are two primary types of life insurance; term insurance and permanent insurance.

Term Insurance

Term Life Insurance is coverage designed for a specific need and time frame. It is generally the least expensive form of life insurance and is not commonly used for long-term coverage needs, such as estate planning, wealth transfer or retirement income.

Permanent Insurance

Permanent Insurance is available in several forms, including Whole Life, Universal Life and Variable Universal Life.

Whole Life Insurance

Whole Life Insurance is a versatile product that not only allows you to provide for those left behind, but also gives you the flexibility to help meet financial needs during your lifetime. This type of insurance offers you the opportunity to borrow against the cash value of the policy while you are still alive. Whole life insurance is the only type of insurance that offers a guaranteed death benefit, guaranteed cash value and guaranteed premiums.

Universal Life Insurance

Universal Life Insurance is a permanent type of insurance specifically designed for people who are looking for long-term coverage. It offers flexibility in premiums and death benefit. Depending on the policy, universal life insurance can also include a

savings feature that allows you to build cash value to be used in the future.

Variable Universal Life Insurance

Variable Universal Life Insurance is permanent life insurance that builds cash value which can be invested for future growth, in separate accounts and other investment vehicles. The death benefit is the face amount plus any increase in cash value that occurs (above that which funds the cost of insurance). It also offers flexibility in premium amounts.

Long-term Care Insurance

As our population ages and health care costs soar, there is a financial risk to quality of life in our most senior years. Long-term Care Insurance helps by funding care when you have a serious medical condition. It protects savings from being exhausted in meeting the needs of a family member who needs such care. Long-term Care Insurance also allows families to oversee this care, rather than provide the care.

Disability Insurance

Disability Insurance is designed to replace a portion of your income if you become sick or injured and are unable to work. Coverage can be short- or long-term, and in many cases, the income received will not be subject to income taxes.

USING INSURANCE IN YOUR FINANCIAL PLAN

The insurance solutions offered by your Financial Advisor can address a wide range of needs—and provide benefits that support, and sometimes complete, a well-structured financial plan. These needs include:

- **Wealth Transfer** – Transferring assets in a tax-efficient manner to your heirs, given the specialized tax benefits that only life insurance can provide

- **Estate Liquidity** – Using insurance to provide the necessary cash to settle the liabilities of your estate, including estate taxes, while protecting illiquid assets such as real estate and business interests
- **Special Needs** – Using insurance to provide for a loved one with special needs for their lifetime, without jeopardizing his or her government-funded benefits
- **Wealth Accumulation** – Using the unique advantages of insurance to build assets for the future
- **Wealth Replacement** – Replacing funds contributed to charity with insurance to benefit your heirs
- **Asset/Income Protection** – Using Long-term Care or Disability Insurance to provide income and protect assets if one is unable to work or if prolonged care is necessary

NEXT STEPS

Your Financial Advisor can work with our Insurance Specialists to provide you with a comprehensive review of your existing insurance coverage—then provide recommendations that could enhance, improve or simply confirm the adequacy of your current plan.

Our capabilities include:

- Insurance needs analysis
- Current policy review
- Cash flow modeling
- Product and carrier selection
- Placement of coverage
- Plan monitoring

To learn more about insurance, please contact your Financial Advisor today or visit www.janney.com.

Information provided here is general in nature. Clients should consider their individual circumstances, needs, and goals, and unique product features before purchasing insurance.

