



# Time For a **Checkup?**

Your Insurance Review

Not FDIC/NCUA insured • May lose value • Not bank/CU guaranteed  
Not a deposit • Not insured by any federal agency

**JACKSON**<sup>SM</sup>  
NATIONAL LIFE INSURANCE COMPANY

# Your **Fiscal Health**

When was the last time you looked at your life insurance coverage?

How long has it been since you sat down with a calculator and considered your loved ones' financial needs?

If it's been a while, you're in good company. Most of us craft our life insurance programs with care when purchasing a policy, then forget to revisit the subject as times change.

Of course, it's only natural to avoid thinking about the possibility of our death. Still, the payoff can be worth the extra effort it takes to perform a periodic review.

**Staying Current.** If it's been more than five years since your last life insurance checkup, you may be missing opportunities to take advantage of newer life insurance policies that are more cost effective and competitive. Policies purchased years ago may not be capable of fulfilling your current needs. Changes in the life insurance industry in recent years should inspire you to review your coverage. Interest rates that are being credited to your old whole and universal life policies may have decreased, making your current policy less cost effective than newer policies that could possibly provide equal coverage with lower premiums. However, with a new policy you will face a new suicide clause and incontestability period.

You don't want to leave your heirs legal and tax problems that could have been avoided. Beneficiary designations will override a will, so it is important to review your beneficiary designations on your life insurance policies.

**Rule of Two.** Use the "Rule of Two" when naming your beneficiaries. Name TWO backup beneficiaries for every person named. If the primary beneficiary dies before the insured, failure to name a contingent beneficiary may cause the assets to go into probate where there is a risk of higher costs and creditor access. Many life insurance policies lack a contingent beneficiary or simply have the estate as the beneficiary.

**Tax Advantages.** One of the major planning errors of a life insurance policy is improper ownership. This error can possibly result in higher estate taxes being levied. Your life insurance professional can show you ways to exclude your life insurance death benefit proceeds from estate taxes.



# It's as Easy as 1, 2, 3

1. Gather all your life insurance policies with a recent copy of the policy statements. Include any company-sponsored insurance plans.
2. Schedule an appointment with your life insurance professional.
3. Meet with your insurance professional to determine the amount of coverage you need and to discuss the type of policy needed.

Bring the following Insurance Review Worksheet.

Insurance Review Worksheet	
<b>Immediate Needs</b> Enter combined total of all your debt, plus future obligations (automobile loans, mortgage, college, funeral, etc.).	Box A  \$
<b>Monthly Income Needs</b> If all your debts are paid down to the level you desire, how much after-tax income would you want to provide for your family?	Box B  \$
<b>Tax Bracket</b> (Your current income tax bracket)  _____	Box C    %
<b>Monthly Before-Tax Income Needed</b> $\frac{\text{Box B}}{1.00 - \text{Box C}}$ (represented as 0.____*)	Box D  \$
<b>Annual Before-Tax Income Needed</b> 12 x Box D	Box E  \$
<b>Rate of Return</b> (Amount you could receive from long-term investments represented as 0.____*)	Box F    %
<b>Capital Needed for Income Replacement</b> $\frac{\text{Box E}}{\text{Box F}}$	Box G  \$
<b>Total Needed</b> Box A + Box G	Box H  \$
<b>Total Life Insurance Owned</b>	Box I  \$
<b>Additional Life Insurance Needed</b> Box H – Box I	\$

## Checkup Triggers

Review your existing life insurance policies and investment accounts if you have experienced any of the following:

- Marriage
- Loss of a spouse
- Marriage or divorce of one of your heirs
- Birth or adoption of a child or grandchild
- Major career change
- Retirement

## Benefits of a Checkup

- The opportunity to take advantage of newer and more cost-effective life insurance policies.
- Ensure appropriate and accurate beneficiary designations.
- Realign your insurance needs with your current life situation.
- Ensure your policy doesn't lapse because of a drastic change in interest rates.

\* Example: a 28% tax bracket would be represented as 0.28.

# Insuring Your Financial Future<sup>®</sup>

## Jackson National Life Insurance Company<sup>®</sup>

Founded in 1961, Jackson<sup>SM</sup> history comprises more than 40 years of uninterrupted service and growth. Jackson is the 17th largest U.S. life insurance company ranked by General Account Assets,<sup>1</sup> with more than \$82 billion in assets (GAAP).<sup>2</sup>

Regardless of your life stage, Jackson offers a financial solution that can help you protect your family and prepare for retirement.

<sup>1</sup> Source: National Underwriter Insurance Data Services from Highline Data as of 6/30/08.

<sup>2</sup> Jackson also has \$74.6 billion (GAAP) in policy liabilities, which is the amount set aside to pay primarily future policyowner benefits (as of 6/30/08).

**Before investing, investors should carefully consider the investment objectives, risks, charges and expenses of the variable universal life insurance product and its underlying investment options. The current contract prospectus and underlying fund prospectuses, which are contained in the same document, provide this and other important information. Please contact your representative or the Company to obtain the prospectuses. Please read the prospectuses carefully before investing or sending money.**

Jackson and its affiliates do not provide legal, tax or estate-planning advice. For questions about a specific situation, please consult a qualified advisor.

Jackson neither encourages nor condones unnecessary replacements or replacements that are not in the best interest of the customer.

Variable universal life insurance products involve investment risks and may lose value.

Life insurance and variable universal life products are issued by Jackson National Life Insurance Company (Home Office: Lansing, Michigan). Variable universal life products are distributed by Jackson National Life Distributors LLC, member w. May not be available in all states and state variations may apply. These products have restrictions, limitations and terms for continued coverage. Please contact your representative or the Company for more information. Certain riders cost extra. Surrender charges based on gender, underwriting classification, age, duration and the amount of insurance purchased may apply and may vary by product.



LONG-TERM SMART<sup>SM</sup>