

UNDERSTANDING TERM CONVERSION



What is Term Conversion?

Term conversion allows policyholders of eligible term life insurance policies to convert to a permanent policy.

Key Features



No Medical Exam

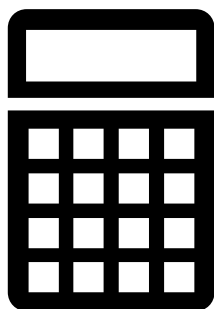
Preserve your original underwriting classification, especially valuable if your health has changed.



Lifelong Coverage

Obtain coverage for life, often with added features like cash value accumulation.

Financial Considerations



Term conversion to a permanent policy can provide:

- Cost savings through lower premiums based on original age and health.
- Tax-deferred cash value growth and tax-free withdrawals or loans.
- Liquidity for estate taxes through trust-owned policies.

Who Should Consider Term Conversion?



- **Expiring Term Policyholders:** Maintain coverage seamlessly.
- **High-Net-Worth Individuals:** Address estate tax and legacy planning.
- **Clients with Health Concerns:** Avoid new medical underwriting.
- **Flexible Planners:** Use cash value growth for retirement or other needs.



TENZING
INSURANCE STRATEGIES