



Policy Replacement

KANSAS CITY LIFE INSURANCE COMPANY
SUNSET LIFE INSURANCE COMPANY OF AMERICA



**Lives Change
Needs Change**

Think it's time to make a change in your insurance coverage? Here are some things to consider before replacing or terminating any existing coverage. As your needs change, it's wise to consider whether your life insurance should change, too.



- Life insurance premium payments on a replacement policy could be higher due to your current age and/or health condition.
- Before terminating any existing policy, research and compare interest rates. The new policy you are considering may offer a high first-year interest rate, which is replaced with a lower rate in subsequent years. The guaranteed interest rate may also be lower.
- Your current policy may include a cash value; and the new policy's cash value may never be as large as that provided by your current policy at any given age.
- If you borrow from an existing life policy to pay premiums on a new one, the borrowed money may cover premiums and you will pay nothing for a while. However, the death benefit of the existing policy will be reduced by the amount you borrowed. To rebuild that value and prevent the policy from lapsing, you will need to pay higher premiums. And, eventually you'll be paying for the new policy as well.
- If you surrender an existing annuity or life insurance policy and use the surrender value to fund the new policy, you may not receive the full cash value. Surrender charges vary according to the length of time the policy has been in force. For a time, you may have lower or no premiums to pay, but you should ask if that will make up for the lost value in the surrendered policy.
- If you have had your existing life policy for only a short time, but feel a new one will better meet your needs, think carefully before allowing a policy to lapse. You could forfeit all the cash value accumulated up to that point.
- Perhaps your existing life policy is already paid in full and you would like to use its value to fund a new policy. Reassess your needs

with your insurance professional and decide if this is the best way to purchase additional coverage. Often, the wise choice is to keep the existing policy.

As you can see, replacing one policy with another may not be to your advantage. Contact your agent to review your existing insurance policy and explore the various annuity and life insurance options available to meet your changing needs.



Securing a brighter future.

Historically, policy replacement can have adverse consequences for the consumer. That is why the seller must give the potential buyer a “Disclosure Statement” before making a final decision.

When you initially purchased your life insurance, you did so to satisfy a specific need. If your needs and responsibilities have changed, it is important to discuss your current situation with your agent. (If you no longer have an agent, you should talk with the company that issued your current policy.)

Though it may seem like a good idea, replacing a policy you already own with a new one may not be the best way to protect your family’s future.

Be wary of any seller who discourages you from talking with a representative of the company that issued your existing policy.

Whatever decision you make, don’t make it alone. We’re here to help ease your mind when making these difficult decisions. Please call us on our toll-free number and ask for Customer Services.



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