
LIVING LONGER AND WHAT IT MEANS FOR YOU

By Ed Gaelick, CLU, ChFC

Looking at the history of human life expectancy (mortality), people are living longer today. In 1950, the life expectancy in the United States was 68 years old. In 2012, that rate had risen to 78. This age is an average of male and female statistics.

Today, a growing number of people are living to age 100 and beyond. This Centenarian population has grown 66 percent over the past 30 years, according to new Census Bureau data. The number of centenarians worldwide is also expected to increase 10 times the amount it is now in the upcoming 40 years. As data has consistently shown, women live longer than men, and many of the centenarians alive today are women. According to Wikipedia, there are estimated to be more than 72,000 American centenarians today, and about 80 percent of them are female. The oldest woman in the United States was born in 1899, at 116 years old she has lived during three different centuries.

During the past 100 years, advancement in medical care, technology and medications have contributed to the increase in average lifespan in the United States. In addition, nutrition/food supply, general health and good hygiene extend mortality. Vaccinations, antibiotics, as well as reduced deaths in childhood are also factors. And let's not ignore someone's good lifestyle choices help people live increasingly longer lives while remaining healthy and active. Throw in education and more and more people are living longer.

If you consider you have the likelihood to live longer than your parents and grandparents, and as census data shows, some of us to age 100, there are many things that you should think about in regards to your insurance planning. One of them is life insurance.

Some of us decide to purchase Term Life insurance since premiums are very attractive when someone is young. Logic is usually to spend the least amount while also ensuring the family is protected. While protection for the unknown is certainly wise,

what happens when you outlive your coverage? And you easily can. Term Life policies only cover a certain number of years, for example a 20 year policy obtained by a 40 year old will only last until a person is 60 years of age. Then what? You better hope you're insurable to purchase new coverage at that time - and I can share with you many stories where clients of ours were not.

Most of us don't get healthier as we age so you don't want to have to go through medical qualification and have an insurance company decide if you re-qualify. The strain that would put on a family that understands the need for permanent protection is enormous. Purchasing term insurance for a permanent problem simply forces you to repeatedly revisit your insurance planning and hope for the best.

Whole Life insurance can guarantee you have permanent protection, regardless of how long you live. There are pure Whole Life policies and lower premium hybrids that look to imitate permanent protection. Those hybrids have some non-guaranteed aspects so consult with a knowledgeable professional to ensure you don't need to look back. Imagine the peace of mind knowing you don't need to worry down the road. If you have the choice, lock in now.

In 1985, Ed Gaelick established PSI Consultants, LLC where he specializes in company sponsored employee benefits, business planning and personal insurance. Throughout his career, Ed has received many of the highest professional honors awarded in the insurance industry. His integrity has earned him great respect from his clients, staff and business associates. His knowledge has made him a sought after speaker.

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