

THE BISHOP COMPANY, LLC

*Protecting families and
businesses with innovative
insurance solutions.*



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Case Study: Northwestern vs. Sun Life

The case study below is a dramatic example of how the benefits paid by insurance companies can vary wildly depending on the actuarial tables they use.

SITUATION:

Client profile: Female (widow), age 67
Current policy: Northwestern Mutual
Death benefit: \$743,752
Premium: Paid up – no premiums required

RESEARCH:

Companies reviewed:

John Hancock	Lincoln Benefit
Transamerica	Met Life
Sun Life	American General
Lincoln Life	Principal
First Colony	AXA
Prudential	

RESULT:

Premium before: Paid up – no premiums required
Premium after: Paid up – no premiums required
Death benefit before: \$743,752
Death benefit after: **\$2,169,814 – 192% increase**

ANALYSIS:

Why the difference? The paid-up option in the current policy uses outdated mortality tables and the current company has no incentive to provide improved benefits.

If you have any questions or concerns, please do not hesitate to contact our office. We are here to answer your questions.