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### Why We Should Insure Our Boys and Girls

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**By Robert L. Tuomey / Detroit-Begely Agency**

Here are 10 reasons why agents and their children should not overlook whole life insurance for juveniles:

1. The premiums are level and will never be lower.
2. It is a lifetime gift that will always remind the children of their parents' concern and love. Children grow-up and their needs become adult needs. Parents can give them an early start on a long-range insurance and retirement program.
3. Besides providing insurance protection, premium payments build increased cash values. Other savings plans are easily destroyed with all good intentions to start over.
4. The cash values accumulate on a tax-free basis.
5. Parents could own and control the policies for their lifetimes, or until they wish to relinquish ownership, e.g., at the time of their children's marriage, purchase of their first home or entering a business or profession.
6. Policy loans\* can be taken for opportunities or emergencies, and the policies will remain in force. This is not true of other vehicles. Also, banks recognize life insurance as preferred collateral for mortgages, commercial loans and lines of credit.
7. Life insurance policies are free from creditors-not too important when the insureds are children, but certainly another added feature that most other financial vehicles don't offer.
8. The policies could provide a Waiver of Premium rider\*\* that pays the premium if an insured becomes disabled at a future date and/or a rider granting the children the right to make eight purchases of additional life insurance in their adulthood without evidence of good health.
9. These policies started at the children's current ages will have higher accumulation of cash values at 65 than the same policies purchased at age 30. In addition, the longer period of compounding results in a more favorable return on the policy.
10. This long-term process helps develop the habit of savings and a sense of responsibility-qualities vital to a successful and happy life.

\* Access to cash values through borrowing or partial surrenders will reduce the policy's cash value and death benefit, increase the chance the policy will lapse, and may result in a tax liability if the policy terminates before the death of the insured.

\*\* Riders are available at additional cost.

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