LIFE INSURANCE CASE STUDY

Individual Coverage to Supplement Workplace Benefits

Client

A 38-year-old Senior Logistics Manager

Assessment

Earning $120,000/year with a growing family and a $410,000 primary mortgage balance with 26 years remaining, the client realized his workplace life insurance plan was insufficient. Capped at 2x his annual salary ($240,000), his employer policy covered less than 21% of his family's actual $1.16 million risk exposure. A baseline financial calculation—accounting for the $410,000 mortgage balance, $150,000 in college funding, and 5 years of salary replacement ($600,000)—revealed a $920,000 coverage deficit. Additionally, his workplace policy was non-portable and tied strictly to his current employer, leaving his family exposed to future job transitions or health changes.

Solution

The agent structured an Individual Life Insurance policy providing $1,000,000 in personal 20-year level term coverage at a guaranteed level rate of $68/month for the 20-year term period. Combined with his existing group policy, total protection increased to $1,240,000. This approach addressed the limited coverage limits of their group plan and established guaranteed portability independent of job changes or career transitions.

Result

The client addressed their $920,000 coverage gap with a tailored plan while gaining complete policy ownership. Their $68 monthly premiums remained locked in for the next 20 years (through age 58), helping protect their family against financial loss during future career shifts, layoffs, or health changes.

Summary

Securing an individual life insurance policy can provide premium stability, tailored coverage options, and continuous protection for eligible applicants, independent of employment status.

Contact your Simplicity representative for more information or visit Simplicity-Partners.com

SIMPLICITY GROUP

This hypothetical case study is shown for illustrative purposes only and is not representative of any specific individual's experience. Actual rates, coverage availability, and underwriting results will vary. Guarantees are backed by the financial strength and claims-paying ability of the issuing company. Premium rates vary by carrier, product, health, age, and underwriting approval. Keep in mind that policy loans and withdrawals will reduce cash values and death benefits.

©2026 Simplicity Group. All Rights Reserved. FOR FINANCIAL PROFESSIONAL USE ONLY. NOT FOR PUBLIC DISTRIBUTION. 5932509-0926