

## QUICK GUIDE TO BUYING LIFE INSURANCE

### 1. HOW AND WHERE DO I BUY LIFE INSURANCE



- ✓ Agents of insurers/takaful operators
- ✓ Financial adviser
- ✓ Insurer/takaful operator's online channel



Deal only with licensed insurers/takaful operators and the agents appointed by them. You can get the list from:

- [www.bnm.gov.my](http://www.bnm.gov.my)
- [www.liam.org.my](http://www.liam.org.my)
- [www.malaysiantakaful.com.my](http://www.malaysiantakaful.com.my)

### 2. HOW MUCH COVER DO I NEED & FOR HOW LONG



- ✓ **Depends on your financial goals, insurance needs** & what you can afford to pay

- ✓ **Use online calculator** to estimate coverage needed, available at: [www.ism.net.my/protection-calculator](http://www.ism.net.my/protection-calculator)

### 3. SHOP AROUND



- ✓ **Compare** as many insurance plans as possible – it is always wise to shop around

- ✓ **Choose** an affordable plan that best suits your financial needs & risk profile

### 4. WHY DO I NEED TO COMPLETE CUSTOMER FACT FIND FORM



For the agent to assess your financial goals, protection needs, affordability & recommend a suitable product

- ✓ **Step 1: Identify your needs** (i.e. protection, retirement, children's education & savings plans) & risk tolerance

- ✓ **Step 2: Conduct financial needs analysis** i.e. protection needs & financial situation

- ✓ **Step 3: Recommend a suitable product** & reasons for recommendation

### 5. READ PRODUCT DISCLOSURE SHEET & SALES ILLUSTRATION



**Read** these documents to understand scope of cover

- ✓ **Pay close attention** to policy benefits (i.e. guaranteed or non-guaranteed), risk exclusions & premium (i.e. fixed or increasing)

- ✓ **Ask questions** if the policy coverage and terms & conditions are unclear to you
- ✓ **Compare** both premium payable & level of coverage provided

### 6. COMPLETE PROPOSAL FORM ACCURATELY & COMPLETELY



- ✓ **Never** sign a blank or an incomplete proposal form

- ✓ **Make sure** all information disclosed in proposal form are accurate & complete

- ✓ **Double-check** to ensure all answers are accurate before signing

### 7. READ YOUR INSURANCE POLICY CAREFULLY



- ✓ **Understand** the policy coverage, risk exclusions and terms & conditions of the policy

- ✓ **Ask** your agent or insurer/takaful operator about any terms & conditions that are unclear

### 8. TAKE ADVANTAGE OF THE 15-DAY FREE LOOK PERIOD



Read and review the policy

If the policy does not suit your needs...

- ✓ **Make an appointment** with your agent to go over the policy

- ✓ You **must return the policy** to insurer/takaful operator within the 15 days

- ✓ **Premium will be refunded** to you less medical expenses incurred

### 9. MAKE YOUR NOMINATION – IT IS THE REASON WHY YOU BOUGHT THE POLICY



- ✓ **Complete** nomination form to expedite payment in the event of death

- ✓ **Inform** your nominees of the policy