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
- www.liam.org.my
- 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

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

Source: Bank Negara Malaysia