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Life Insurance Policy Premium Effect in Financial Growth of Individual

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ABSTRACT: When considering adding life insurance to your financial plan, it's important to determine if the potential for paying premiums for years is worth it. Whether life insurance is a smart investment for you may depend on what you want a policy to do for you. If you just want peace of mind that your loved ones will be financially secure if you pass away and they lose your income, term life insurance is probably worth it—even if you outlive the policy. But if you're wondering whether a permanent policy is a good way to receive tax-free investment benefits while you're alive, the answer is that most people would be better off getting a term policy and putting the rest of their money in other types of tax-free investments.

KEYWORDS: financial growth, life insurance policy, premimum, worth, tax-free, investments, money

I. INTRODUCTION

Term life insurance is designed to cover you for a set term, hence its name. For example, you may purchase a 20-year or 30-year term life policy.1 These policies function similarly to other types of insurance policies you may carry, like car insurance; you pay a premium each month, and if something bad happens—in this case, your early death—there's a benefit paid out.Permanent life insurance,² on the other hand, covers you for life as long as your premiums are paid. Certain types of permanent life insurance also can have an investment component that allows policyholders to accumulate a cash value. When you hear financial advisors and, more often, life insurance agents, advocating for life insurance as an investment, they are referring to the cash-value component of permanent life insurance and the ways you can invest and borrow this money.³There are many arguments in favor of using permanent life insurance as an investment. However, many of these benefits aren't unique to permanent life insurance. You can often get them in other ways without paying the high management expenses and agent commissions that come with permanent life insurance life insurance. ¹

Advantages

Tax-deferred growth

Permanent life insurance policies that have an investment component allow you to grow wealth on a tax-deferred basis. This means you don't pay taxes on any interest, dividends, or capital gains on the cash-value component of your life insurance policy until you withdraw the proceeds.⁴

This is similar to the tax benefits you get with certain retirement accounts, including IRAs, 401(k)s, and 403(b)s. If you're maxing out your contributions to these accounts year after year, also investing in permanent life insurance for tax reasons may make sense.⁵

Lifetime coverage

Another touted benefit of permanent life insurance is that you don't lose your coverage after a set number of years. A term policy ends when you reach the end of your term, which for many policyholders is in their 60s, while permanent policies can cover you for life. If you anticipate people (for example, a disabled child) being financially dependent on you beyond the length of a typical term policy, this benefit may be attractive to you.⁶

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You can borrow against the cash value

If you need money to buy a home or pay for college, you can borrow against the cash value of a permanent life insurance policy. Conversely, if you put money in a tax-advantaged retirement plan like a 401(k) and want to take it out for a purpose other than retirement, you might have to pay penalties. Further, some retirement plans, like the 457(b), make it more difficult or even impossible to take out money as a loan for such purposes or before you leave your employer.⁷

Accelerated benefits

You may be able to receive anywhere from 25% to 100% of your permanent life insurance policy's death benefit before you die if you develop a specified condition such as heart attack, stroke, invasive cancer, or end-stage renal failure. The upside of accelerated benefits, as they're called, is you can use them to pay your medical bills and possibly enjoy a better quality of life in your final months.⁸

Flexibility

One advantage of term life insurance is that you can choose how long you want to be covered. So if you think you'll only need life insurance for 10 or 20 years, you can choose a term that matches your needs. That means you have predictability in estimating how much you'll pay in premiums over the entire term. A permanent life policy, on the other hand, is more of a guessing game because there's no fixed end date.⁹

You may be able to convert to permanent insurance

If you decide you want to extend your term life policy indefinitely, your insurer may allow you to convert it to permanent life insurance coverage. Doing so may increase your premiums but it may be a worthwhile investment if you want to have coverage for life. Converting could also give you the opportunity to accumulate cash value.¹⁰

II. DISCUSSION

What if the same woman described above had bought permanent life insurance instead? For a whole life insurance policy from the same insurance company, she could expect to pay about \$9,370 annually.15 So how much cash value would she build up for that extra cost?

- After five years, the policy's guaranteed cash value is \$19,880, and she will have paid \$46,850 in premiums.
- After 10 years, the policy's guaranteed cash value is \$65,630, and she will have paid \$93,700 in premiums.
- After 20 years, the policy's guaranteed cash value is \$181,630, and she will have paid \$187,400 in premiums.¹¹

But after 20 years, if someone had bought term for, say, \$480 a year and invested the \$8,890 difference, at an average annual return of 8%, she would have \$421,064 before taxes."Sure," you say, "but the permanent life insurance policy guarantees its return. I'm not guaranteed an 8% return in the market." That's true. But even if the woman had put the extra \$8,890 a year in a savings account with 1% interest, she would have \$196,425 after 20 years, which is still more than the permanent policy's guaranteed cash value of \$181,630. Using permanent life insurance as an investment might make sense for certain high-net-worth individuals looking to minimize estate taxes.¹² But for the average person, buying term and investing the difference is usually the better option.Even if you're purchasing life insurance primarily for investing purposes, it's still important to research the best life insurance companies to ensure you're getting the most beneficial policy possible. Deciding if life insurance is a smart investment may depend on what each person needs and wants from a policy. Often, for people other than high-net-worth individuals, buying term life insurance, rather than whole, and investing the difference in price between those types of policies' premiums is a better financial choice.Life has always been uncertain, and it is impossible for the human being to assert what the next moment holds in reserve for them¹⁴. This uncertainty regarding the future is the sole reason why countless people opt for distinct types of life insurance policies every year. The principal aim of an insurance policy is to guard things and people that hold utmost importance in your life.In the present times, people can receive multiple insurance policies like

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health insurance, car insurance, life insurance, etc. The coverage rendered for these insurance policies will always assist you in ensuring a secured future along with safeguarding your earnings and assets.¹³

Benefits of Insurance Policies

Insurance is a venture management mechanism that not only serves the people and companies but also profits the community and nation's economy in diverse ways. Mentioned below are some of the significant advantages of insurance policies.¹⁵

- Bestows tranquility of mind
 - Insurance policies protect individuals against numerous contingencies that can put them or their families in a monetary crisis. By capping the intricacies of human business and life and businesses, insurance renders a feeling of safety, providing you with financial stability.¹⁶
- Encourages financial growth The funds collected by insurance are invested in diverse projects like power, roads, water supply, etc., assisting in the overall financial growth of our country. Apart from this, insurance policies also contribute to economic growth by receiving FDI and investing funds in capital markets.
- Develop savings habit and render tax advantages Many life insurance products arrive with investment cum security advantage, and these products are responsible for inculcating a consistent saving practice among people. Apart from this, insurance policies also render various tax benefits under section 80C and 80D of the Income Tax Act, 1961.¹⁷

5 Must-have Insurance Policies

Insurance policies refer to the policies that enable its claimants to avail coverage for a specific time or a set term of years. Comprehending the significance of insurance policies is the urgency of the hour, and it has become very important for every individual to hold an insurance policy. While the insurance policy requirements differ from person to person.¹⁸

Mentioned below are the 5 must-have insurance policies for all individuals in modern times.

1. Life Insurance

A life insurance policy is a must-have term life insurance for individuals who are the sole bread earner of their family or who hold a large number of dependants and financial liabilities. Under life insurance, the amount secured or the coverage sum will be given out to the nominee or dependent on the person insured in case of the untimely demise of the policyholder.

Life insurance is a significant requirement to warrant the financial and economic well-being of your family, and the coverage sum selected must be competent to render comprehensive financial security. As life insurance products are rendered by various financial institutions, it is essential to choose the one that renders adequate coverage.¹⁹

iSelect Smart360 Term Plan and Invest 4G plan provided by Canara HSBC Life Insurance is amongst the topmost life insurance plans that you can trust upon for safeguarding the future of your loved ones. These life insurance plans provide absolute protection to the insured person till the age of 99 years, along with an option of paying the premium in affordable monthly, quarterly, or yearly instalments.

2. Health Insurance

Health risks are an unavoidable element of any individual's life. Holding in mind the skyrocketing price of healthcare and an increasing number of ailments, it's essential to hold the financial buffer to guard yourself against health emergencies. Therefore, health insurance policies are again a must-have to remain protected against financial pressure during medical contingencies.²⁰

Health insurance policies come in various kinds and comprise personal health insurance, family health insurance, senior citizen health insurance, and severe ailment health insurance.

While selecting a health insurance policy for your family, you must always keep in mind that getting this policy at an early age can be more beneficial, and you must also consider the amount of sum covered so that you do not face any difficulty during pressing times.²¹

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Health first plan from Canara HSBC Life Insurance is the most celebrated health insurance plan in the country. This plan holds the provision to cover your life from the gravest illness along with rendering high coverage with the most economical premiums.²²

3. Car Insurance

Car insurance policies are the compulsory legal obligation in India for each car owner under the Motor Vehicle Act, 1988. To protect oneself from any claims during a motor accident, the government has made it mandatory for car and commercial vehicle owners to hold a third-party liability motor insurance.

These car insurance policies arrive in a comprehensive package where your vehicle is insured against the multiple ventures of injury or accident along with the accidental bodily cover to the car owner. Considering the increasing road accidents and the cost of your valuable car, this policy has again become a must-have for every individual.²³

4. Home Insurance

A house is one of the most valuable and precious possessions that hold many priceless memories and belongings of a person. Hence, every person wants to completely protect their home against numerous risks like theft, losses due to natural catastrophes, etc., that you may not be capable of alleviating effectively.

Due to all these reasons, many people today avail home insurance. These home insurance policies safeguard you and your family against all the plausible threats that may arise anytime. One can easily receive home insurance from a reputable financial institution like Canara HSBC Life Insurance to ensure that their precious and beloved home is covered completely.

5. Disability Insurance

Accidents are unforeseen and unavoidable, and sometimes these accidents can occur in inabilities that can additionally hold a tremendous influence on your earning capability. Hence, to save yourself and your family from the financial burden that might arise during these times; you must invest in disability insurance.²⁴

This disability insurance policy presents monetary compensation in the ill-fated event when a person becomes disabled due to a mishap and cannot work either for an elongated period or permanently. This insurance policy includes temporary, permanent, partial, and complete disability, and the coverage amount varies accordingly.

Insurance policies work as a shield to protect you and your valuable possessions against numerous uncertainties in life. Hence, it has become very important for every individual to invest in an insurance policy. However, you must always assess your needs before choosing the best term plans in INDIA to ensure that it completely secures you and your family from any unforeseen events.²⁵

III. RESULTS

Contract terms

Special exclusions may apply, such as suicide clauses, whereby the policy becomes null and void if the insured dies by suicide within a specified time (usually two years after the purchase date; some states provide a statutory one-year suicide clause). Any misrepresentations by the insured on the application may also be grounds for nullification. Most US states, for example, specify a maximum contestability period, often no more than two years. Only if the insured dies within this period will the insurer have a legal right to contest the claim on the basis of misrepresentation and request additional information before deciding whether to pay or deny the claim. The face amount of the policy is the initial amount that the policy will pay at the death of the insured or when the policy matures, although the actual death benefit can provide for greater or lesser than the face amount. The policy matures when the insured dies or reaches a specified age (such as 100 years old).²⁶

Costs, insurability, and underwriting

The insurance company calculates the policy prices (premiums) at a level sufficient to fund claims, cover administrative costs, and provide a profit. The cost of insurance is determined using mortality tables calculated by actuaries. Mortality tables are statistically based tables showing expected annual mortality rates of people at different ages. As people are more likely to die as they get older, the mortality tables enable insurance companies to

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calculate the risk and increase premiums with age accordingly. Such estimates can be important in taxation regulation.^{[15][16]}In the 1980s and 1990s, the SOA 1975-80 Basic Select & Ultimate tables were the typical reference points, while the 2001 VBT and 2001 CSO tables were published more recently. As well as the basic parameters of age and gender, the newer tables include separate mortality tables for smokers and non-smokers, and the CSO tables include separate tables for preferred classes.^[17]The mortality tables provide a baseline for the cost of insurance, but the health and family history of the individual applicant is also taken into account (except in the case of Group policies). This investigation and resulting evaluation is termed underwriting. Health and lifestyle questions are asked, with certain responses possibly meriting further investigation.²⁷

Specific factors that may be considered by underwriters include:

- Personal medical history;^[18]
- Family medical history;^[19]
- Driving record;^[20]
- Height and weight matrix, otherwise known as BMI (Body Mass Index).^[21]

Based on the above and additional factors, applicants will be placed into one of several classes of health ratings which will determine the premium paid in exchange for insurance at that particular carrier.^[20]Life insurance companies in the United States support the Medical Information Bureau (MIB),^[22] which is a clearing house of information on persons who have applied for life insurance with participating companies in the last seven years. As part of the application, the insurer often requires the applicant's permission to obtain information from their physicians.^[23]Automated Life Underwriting is a technology solution which is designed to perform all or some of the screening functions traditionally completed by underwriters, and thus seeks to reduce the work effort, time and/or data necessary to underwrite a life insurance application.^[24] These systems allow point of sale distribution and can shorten the time frame for issuance from weeks or even months to hours or minutes, depending on the amount of insurance being purchased.^[25]The mortality of underwritten persons rises much more quickly than the general population. At the end of 10 years, the mortality of that 25-year-old, non-smoking male is 0.66/1000/year. Consequently, in a group of one thousand 25-yearold males with a \$100,000 policy, all of average health, a life insurance company would have to collect approximately \$50 a year from each participant to cover the relatively few expected claims. (0.35 to 0.66 expected deaths in each year \times \$100,000 payout per death = \$35 per policy.)²⁸ Other costs, such as administrative and sales expenses, also need to be considered when setting the premiums. A 10-year policy for a 25-year-old non-smoking male with preferred medical history may get offers as low as \$90 per year for a \$100,000 policy in the competitive US life insurance market. Most of the revenue received by insurance companies consists of premiums, but revenue from investing the premiums forms an important source of profit for most life insurance companies. Group insurance policies are an exception to this.In the United States, life insurance companies are never legally required to provide coverage to everyone, with the exception of Civil Rights Act compliance requirements. Insurance companies alone determine insurability, and some people are deemed uninsurable. The policy can be declined or rated (increasing the premium amount to compensate for the higher risk), and the amount of the premium will be proportional to the face value of the policy²⁹. Many companies separate applicants into four general categories. These categories are preferred best, preferred, standard, and tobacco. Preferred best is reserved only for the healthiest individuals in the general population. This may mean, that the proposed insured has no adverse medical history, is not under medication, and has no family history of early-onset cancer, diabetes, or other conditions. Preferred means that the proposed insured is currently under medication and has a family history of particular illnesses. Most people are in the standard category. People in the tobacco category typically have to pay higher premiums due to higher mortality. RecentUS mortality tables predict that roughly 0.35 in 1,000 non-smoking males aged 25 will die during the first year of a policy.^[26] Mortality approximately doubles for every additional ten years of age, so the mortality rate in the first year for non-smoking men is about 2.5 in 1,000 people at age 65.^[26] Compare this with the US population male mortality rates of 1.3 per 1,000 at age 25 and 19.3 at age 65 (without regard to health or smoking status).^[27]

Death benefits

Upon the insured's death, the insurer requires acceptable proof of death before it pays the claim. If the insured's death is suspicious and the policy amount is large, the insurer may investigate the circumstances surrounding the death before deciding whether it has an obligation to pay the claim.Payment from the policy may be as a lump sum or as an annuity, which is paid in regular installments for either a specified period or for the beneficiary's lifetime.^[28]Death benefits are the primary feature of life insurance policies, and they provide a lump sum payment to the beneficiaries of the policyholder in the event of the policyholder's death. The amount of the death benefit is typically determined at the time the policy is purchased, and it is based on factors such as the policyholder's age, health, and occupation.It's important to



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note that the death benefit is only payable if the policyholder dies while the policy is in effect. If the policyholder outlives the policy, the death benefit is not paid, and the policy will typically expire. Some policies may allow the policyholder to receive a portion of the premiums paid if they outlive the policy.³⁰

Insurance vs assurance

The specific uses of the terms "insurance" and "assurance" are sometimes confused. In general, in jurisdictions where both terms are used, "insurance" refers to providing coverage for an event that might happen (fire, theft, flood, etc.), while "assurance" is the provision of coverage for an event that is certain to happen. In the United States, both forms of coverage are called "insurance" for reasons of simplicity in companies selling both products. By some definitions, "insurance" is any coverage that determines benefits based on actual losses whereas "assurance" is coverage with predetermined benefits irrespective of the losses incurred.³¹

Life insurance may be divided into two basic classes: temporary and permanent; or the following subclasses: term, universal, whole life, and endowment life insurance.

Term insurance

Term assurance provides life insurance coverage for a specified term (usually 10-30 years). The policy does not accumulate cash value and is significantly less expensive than a permanent policy with an equivalent death benefit but will increase in cost with age. Policyholders can save to provide for increased term premiums or decrease insurance needs (by paying off debts or saving to provide for survivor needs).^[29]Mortgage life insurance insures a loan secured by real property and usually features a level premium amount for a declining policy face value because what is insured is the principal and interest outstanding on a mortgage that is constantly being reduced by mortgage payments. The face amount of the policy is always the amount of the principal and interest outstanding that are paid should the applicant die before the final installment is paid.³²

Group life insurance

Group life insurance (also known as wholesale life insurance or institutional life insurance) is term insurance covering a group of people, usually employees of a company, members of a union or association, or members of a pension or superannuation fund. Individual proof of insurability is not normally a consideration in its underwriting. Rather, the underwriter considers the size, turnover, and financial strength of the group. Contract provisions will attempt to exclude the possibility of adverse selection. Group life insurance often allows members exiting the group to maintain their coverage by buying individual coverage. The underwriting is carried out for the whole group instead of individuals.³³

Permanent life insurance

Permanent life insurance is life insurance that covers the remaining lifetime of the insured. A permanent insurance policy accumulates a cash value up to its date of maturation. The owner can access the money in the cash value by withdrawing money, borrowing the cash value, or surrendering the policy and receiving the surrender value.³⁴

The three basic types of permanent insurance are whole life, universal life, and endowment.

Whole life

Whole life insurance provides lifetime coverage for a set premium amount.

Universal life coverage

Universal life insurance (ULI) is a relatively new insurance product, intended to combine permanent insurance coverage with greater flexibility in premium payments, along with the potential for greater growth of cash values. There are several types of universal life insurance policies, including interest-sensitive (also known as "traditional fixed universal life insurance"), variable universal life (VUL), guaranteed death benefit, and has equity-indexed universal life insurance policies have cash values. Paid-in premiums increase their cash values; administrative and other costs reduce their cash values.Universal life insurance addresses the perceived disadvantages of whole life—namely that premiums and death benefits are fixed. With universal life, both the premiums and death benefit are flexible. With the exception of guaranteed-death-benefit universal life policies, universal life policies trade their greater flexibility for fewer guarantees.³⁵

"Flexible death benefit" means the policy owner can choose to decrease the death benefit. The death benefit can also be increased by the policy owner, usually requiring new underwriting. Another feature of flexible death benefit is the ability to choose option A or option B death benefits and to change those options over the course of the life of the insured. Option A is often referred to as a "level death benefit"; death benefits remain level for the life of the insured,



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and premiums are lower than policies with Option B death benefits, which pay the policy's cash value—i.e., a face amount plus earnings/interest. If the cash value grows over time, the death benefits do too. If the cash value declines, the death benefit also declines. Option B policies normally feature higher premiums than option A policies.³⁶

Endowments

The endowment policy is a life insurance contract designed to pay a lump sum after a specific term (on its 'maturity') or on death. Typical maturities are ten, fifteen, or twenty years up to a certain age limit. Some policies also pay out in the case of critical illness.Policies are typically traditional with-profits or unit-linked (including those with unitized with-profits funds).Endowments can be cashed in early (or surrendered) and the holder then receives the surrender value which is determined by the insurance company depending on how long the policy has been running and how much has been paid into it.³⁷

Accidental death

Accidental death insurance is a type of limited life insurance that is designed to cover the insured should they die as a result of an accident. "Accidents" run the gamut from abrasions to catastrophes but normally do not include deaths resulting from non-accident-related health problems or suicide. Because they only cover accidents, these policies are much less expensive than other life insurance policies.Such insurance can also be accidental death and dismemberment insurance or AD&D. In an AD&D policy, benefits are available not only for accidental death but also for the loss of limbs or body functions such as sight and hearing.Accidental death and AD&D policies pay actual benefits only very rarely, either because the cause of death is not covered by the policy or because death occurs well after the accident, by which time the premiums have gone unpaid. Various AD&D policies have different terms and exclusions. Risky activities such as parachuting, flying, professional sports, or military service are often omitted from coverage.Accidental death insurance can also supplement standard life insurance as a rider. If a rider is purchased, the policy generally pays double the face amount if the insured dies from an accident. This was once called double indemnity insurance. In some cases, triple indemnity coverage may be available.¹²

Senior and pre-need products

Insurance companies have in recent years developed products for niche markets, most notably targeting seniors in an aging population. These are often low to moderate face value whole life insurance policies, allowing senior citizens (ages 50-85) to purchase affordable insurance later in life. This may also be marketed as final expense insurance or burial insurance and usually have death benefits between \$2,000 and \$40,000. One reason for their popularity is that they only require answers to simple "yes" or "no" questions, while most other life insurance policies require a medical exam to qualify. As with other policy types, the range of premiums can vary widely.

Health questions can vary substantially between exam and no-exam policies. It may be possible for individuals with certain conditions to qualify for one type of coverage and not another. Because seniors sometimes are not fully aware of the policy provisions, policyholders may believe that their policies last for a lifetime, for example, and that Premiums on some policies increase at regular intervals, such as every five years.Pre-need life insurance policies are limited premium payment, whole life policies that are usually purchased by older applicants, though they are available to everyone. This type of insurance is designed to cover specific funeral expenses that the applicant has designated in a contract with a funeral home. The policy's death benefit is initially based on the funeral cost at the time of prearrangement, and it then typically grows as interest is credited. In exchange for the policy owner's designation, the funeral home typically guarantees that the proceeds will cover the cost of the funeral, no matter when death occurs. Excess proceeds may go either to the insured's estate, a designated beneficiary, or the funeral home as set forth in the contract. Purchasers of these policies usually make a single premium payment at the time of prearrangement, but some companies also allow premiums to be paid over as much as ten years.¹⁵

IV. CONCLUSIONS

Term life insurance or term assurance is life insurance that provides coverage at a fixed rate of payments for a limited period of time, the relevant term. After that period expires, coverage at the previous rate of premiums is no longer guaranteed and the client must either forgo coverage or potentially obtain further coverage with different payments or conditions. If the life insured dies during the term, the death benefit will be paid to the beneficiary. Term insurance is typically the least expensive way to purchase a substantial death benefit on a coverage amount per premium dollar basis over a specific period of time.Term life insurance can be contrasted to permanent life insurance such as whole life, universal life, and variable universal life, which guarantee coverage at fixed premiums for the lifetime of the covered individual unless the policy is allowed to lapse due to failure to pay premiums. Term insurance is not generally used for estate planning needs or charitable giving strategies but is used for pure income replacement needs for an

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individual. Term insurance functions in a manner similar to most other types of insurance in that it satisfies claims against what is insured if the premiums are up to date and the contract has not expired and does not provide for a return of premium dollars if no claims are filed. As an example, auto insurance will satisfy claims against the insured in the event of an accident and a homeowner policy will satisfy claims against the home if it is damaged or destroyed, for example, by fire. Whether or not these events will occur is uncertain. If the policyholder discontinues coverage because he or she has sold the insured car or home, the insurance company will not refund the full premium.³⁶

Because term life insurance is a pure death benefit, its primary use is to provide coverage of financial responsibilities for the insured or his or her beneficiaries. Such responsibilities may include, but are not limited to, consumer debt, dependent care, university education for dependents, funeral costs, and mortgages. Term life insurance may be chosen in favor of permanent life insurance because term insurance is usually much less expensive^[1] (depending on the length of the term), even if the applicant is higher risk, such as being an everyday smoker. For example, an individual might choose to obtain a policy whose term expires near his or her retirement age based on the premise that, by the time the individual retires, he or she would have amassed sufficient funds in retirement savings to provide financial security for the claims.³⁷

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