



# DIFP

Department of Insurance,  
Financial Institutions &  
Professional Registration

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# Insurance tips for seniors

## Life insurance

- You need less as you age.
- Burial policies might be suitable for seniors.

## Annuities

- Investment product, sold by insurance companies.
- Growth is tax-deferred.
- You have less control of your money.
- Be suspicious of pressure to move from one annuity to another.
- Variable annuities take on more market risk – not for conservative investors.
- Talk to your financial adviser.

## Long-term care insurance

- Buy younger if possible – your rates will be grandfathered.
- Medicare doesn't pay, Medicaid does.
- Buying a "partnership policy" helps you qualify for Medicaid without spending down assets (contact Department of Insurance to make sure you're buying a partnership policy).

## Car "extended warranty" offer postcards

- These are not from your car manufacturer.
- They don't know when your factory warranty expires.
- Don't pay until you've seen and signed a contract.

**Insurance  
Consumer  
Hotline**



**800-726-7390**

**insurance.mo.gov**



Get free help with questions about Medicare, including one-on-one counseling:

**800-390-3330**

**missouriclaim.org**

## Free lunch seminars

- Enjoy, but watch for high-pressure sales pitches.
- Usually selling annuities and long-term care insurance.

## Reverse mortgages

- You borrow cash against the equity in your home – repaid upon death or sale of your home.
- Depletes your equity.
- High upfront fees.
- Watch for cross-selling – "Buy a reverse mortgage and spend the cash on an annuity."
- Consult with a trusted financial adviser.

## Insurance scams

- Write your check to the insurance company, not the agent.
- Contact the Department of Insurance if you don't get a policy in the mail shortly after paying.
- Don't give personal info (credit card, debit card or bank account number) to any supposed insurance salesman who contacts you by phone or email.

## Payday loans

- You can borrow up to \$500.
- Loan must be paid back in 14 to 31 days.
- You can renew up to six times.
- 2.8 million loans are made yearly in Missouri.
- Average loan in Missouri: \$290.
- Average number of renewals: 1.7.
- Average annual percentage rate (APR): 430%.