

7 LIFE INSURANCE

People buy life insurance to protect their dependents against financial hardship when the insured person, the policyholder, dies. Many life insurance products also allow policyholders to accumulate savings that can be used in a time of financial need. Most American families depend on life insurance to provide this economic protection: 75 million American families depend on life insurers' products to protect their financial and retirement security.

Americans purchased \$2.9 trillion of new life insurance coverage in 2016, a .1 percent decrease from 2015. By the end of 2016, total life insurance coverage in the United States was \$20.3 trillion, a decrease of 2 percent from 2015 (Table 7.1).

Three types of life insurance policies predominate the market. *Individual insurance* is underwritten separately for each individual who seeks insurance protection. *Group insurance* is underwritten on a group as a whole, such as the employees of a company or the members of an organization. *Credit insurance* guarantees payment of some debt, such as a mortgage or other loan, in the event the insured person dies, and can be bought on either an individual or a group basis. Insurance on loans of 10 years' or less duration is classified as credit insurance in National Association of Insurance Commissioners accounts; insurance on longer loans is included in individual or group policy data in this chapter. Life insurance policies offered by fraternal benefit societies are considered individual insurance.

INDIVIDUAL LIFE INSURANCE

Individual life is the most widely used form of life insurance protection, accounting for 59 percent of all life insurance in force in the United States at year-end 2016 (Table 7.1). Typically purchased through life insurance agents, this insurance is issued under individual policies with face amounts as low as \$1,000, although larger minimum amounts are more typical in today's market. While individual life is principally used for family protection, it also is widely used for business purposes. A business may purchase life insurance to protect against the economic loss that would result from the death of the owner or a key employee.

Individual life insurance protection in the United States totaled \$12 trillion at the end of 2016 and has grown at an average annual rate of 2 percent since 2006, when \$10.1 trillion was in force (Table 7.1).

The average size of new individual life policies purchased has decreased since its peak in 2008 to \$153,000 in 2016 (Figure 7.2). The number of individual policies purchased totaled 11 million in 2016 (Table 7.1).

Individual life policies offer two basic types of protection: covering a specified term, or permanently covering one's whole life.

Types of Policies

Term Insurance

Term insurance policies provide life insurance coverage for a specified period, usually greater than one year. Term policies provide no further benefits when the term expires, and no buildup of cash value occurs. If this insurance is not renewed at the end of its term, coverage lapses and no payment would be made to the beneficiary in the event of death.

Of new individual life policies purchased in 2016, 40 percent, or 4.3 million, were term insurance, totaling \$1.1 trillion, or 69 percent, of the individual life face amount issued (Table 7.2). The most popular form of term insurance is level term, which offers a fixed premium.

Permanent Insurance

Unlike term insurance, permanent life (or whole life) insurance provides protection for as long as the insured lives. Permanent life policies also have a savings component, building cash value that can help families meet financial emergencies, pay for special goals, or provide income for retirement years.

There are four types of permanent life insurance policies: traditional whole life, universal life (UL), variable life (VL), and variable-universal life (VUL). The annual premium for traditional whole life policies remains constant throughout the life of the policy. In earlier years, the premium is higher than the actual cost of the insurance, but in later years it becomes substantially lower than the actual cost of protection. The excess amount of each premium in the early years is held in reserve as the policy's cash value. This cash value grows over time from investment earnings and future premium payments, providing funds for the cost of coverage as the insured grows older. If a policyholder decides to give up the insurance protection, he or she receives the cash value upon surrendering the policy, less any outstanding policy loans. Universal life allows varying premium payment amounts subject to a certain minimum and maximum. For variable life, the death benefit and cash value vary subject to the performance of a portfolio of investments chosen by the policyholder. VUL combines the flexible premium payment options of UL with the varied investment options of VL.

In 2016, direct purchases of permanent life constituted 60 percent of U.S. individual life insurance policies issued and 31 percent of the total face amount issued (Table 7.2).

Participating and Nonparticipating Insurance

Traditional whole life and term insurance policies can be purchased on a participating or nonparticipating basis. A participating policy allows the policyholder to share in the insurance company's surplus. With this type of life insurance, a policyholder receives annual dividends representing that portion of the premium not needed by the company for death payments to beneficiaries, additions to reserves, or administrative expenses. Nearly three-fourths of individual life policies' face amount purchased were nonparticipating at \$1.17 trillion (71%) in 2016 (Table 7.3).

Characteristics of Individual Policies

Lapses and Surrenders

A policy lapses if its premium is not paid by the end of a specified time, often called the *grace period*. Policyholders have different reasons for terminating their policies, sometimes using cash values to address financial emergencies or achieve long-term goals. Rates of voluntary policy termination by policyholders vary considerably among life insurers. Each company's rate depends on many factors, including the types of policies written and the ratio of new policies to older ones in force with the company.

The voluntary termination rate of individual life insurance policies reached 5.2 percent by 2016 (Table 7.4). Of the individual life policies that have been voluntarily terminated, 19% were surrendered.

The life insurance business vigorously seeks to minimize the lapsing of policies. For example, agent training focuses on realistic identification of clients' life insurance needs, and careful analysis of the use of family income for protection. Since the voluntary termination rate is higher for policies on which loans are outstanding, companies urge that loans be used only in genuine financial emergencies, and that they be repaid promptly.

Most insurers offer policyholders time after their policy is delivered to consider whether to keep the policy. These companies will refund the premium in full if, within the prescribed time, the policyholder decides not to keep his or her policy.

Some policies that lapse still have a cash value, entitling the policyholder to some form of payment under a cash surrender value *non-forfeiture option*. All coverage under the policy terminates at the time of the surrender.

Disability Provisions

Besides the benefit payable upon death of the insured, many life insurance policies or policy riders provide disability benefits to cover financial losses that result from a sickness or injury. The most common supplementary benefit is waiver of premium. Of individual life policies in force in 2016, 91 percent, or 32 million, allowed the premium to be waived during disability, representing \$4 trillion, or 99 percent, of the individual life face amount in force with disability provisions (Table 7.6).

GROUP LIFE INSURANCE

Group life insurance is a contract between an insurance company and some group to insure all of the group's members, usually under term coverage. Common examples are employer-provided life insurance and insurance offered through unions and professional associations. Employees or other group members receive certificates denoting their participation in the group coverage. In 2016, group insurance represented 46 percent of all life insurance policies in force (Table 7.1).

Group purchases decreased 3 percent in 2016 to \$1.19 trillion. At the end of 2016, group life insurance provided \$8.2 trillion of protection, 1 percent less than a year earlier (Table 7.1).

Group insurance contracts can provide benefits beyond term insurance. Employees often can retain coverage after retirement by paying premiums directly to the insurer. Many policies also offer survivor benefits, usually continuing monthly payments to the spouse of an employee who dies before retirement; payments may

extend for life or to the age at which Social Security retirement payments become available, but cease on remarriage. Contingent benefits to dependent children in the event of a spouse's death are available as well. The initial value of these survivor benefits can range from three to 10 times an employee's annual salary.

As with individual life policies, group policies can be purchased on either a participating or nonparticipating basis. Most group life policies are nonparticipating—95 percent of those purchased in 2016, at \$1.1 trillion (Table 7.3).

The voluntary termination rate of group life insurance policies increased to 6.2 percent from 5.9 percent a year earlier. The voluntary lapses in 2016 increased to 6.1 percent from 5.9 percent in 2015 (Table 7.4).

Group policies also provide disability benefits. Of group life policies in force in 2016, 94 percent, or 90 million, provided for waiver of premium, representing \$5.3 trillion, or 92 percent, of the group life face amount in force with disability provisions (Table 7.6).

CREDIT LIFE INSURANCE

Credit life insurance pays the balance on loans of 10 years' or less duration if the borrower dies before repaying the amount due. At year-end 2016, \$92 billion of credit life insurance was in force, up 21 percent from the previous year (Table 7.1).

Credit life, commonly part of consumer credit contracts, is term insurance, generally decreasing in amount as a loan is repaid. It protects the borrower's family, as well as the lender, against unpaid debt that may be left at death. Life insurers issue credit insurance through lenders such as banks, finance companies, credit unions, and retailers, who in turn make arrangements with borrowers.

As with other life policies, credit policies can be purchased on either a participating or nonparticipating basis. Of credit life policies purchased in 2016, 93 percent, or \$49 billion, were nonparticipating (Table 7.3).

POLICY CLAIMS RESISTED OR COMPROMISED

From time to time, life insurers find it necessary to delay or deny payment of claims due to material misrepresentation, suicide within the contestable period, or no proof of death, among other reasons. In 2016, \$250 million in new claims along with \$887 million in other claims were in dispute. Of this amount, \$154 million was paid in 2016 and \$331 million still resisted at the end of the year (Table 7.7).

Table 7.1

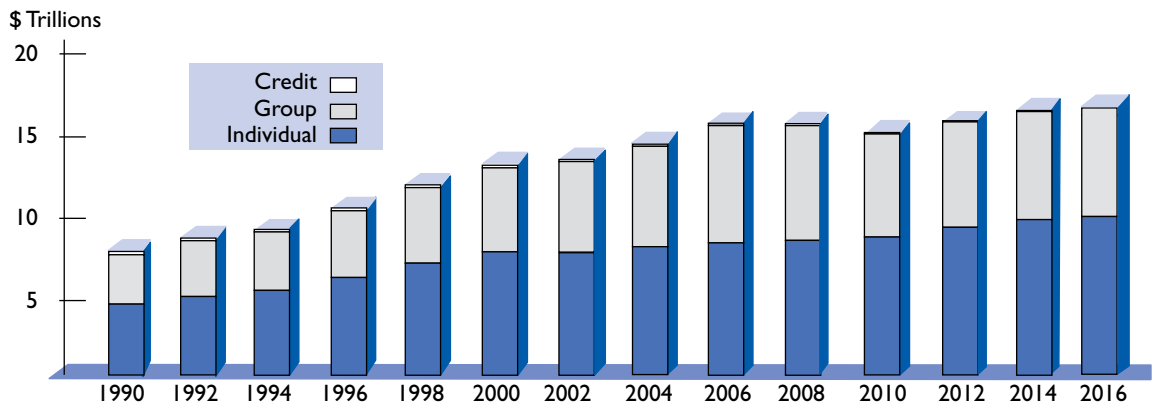
Life Insurance in the United States					
	Life Insurance			Average annual percent change	
	2006	2015	2016	2006/2016	2015/2016
PURCHASES					
Face amount (millions)					
Individual	\$1,813,100	\$1,647,292	\$1,684,585	-0.7	2.3
Group	1,022,080	1,229,275	1,189,673	1.5	-3.2
Credit	111,964	53,558	52,871	-7.2	-1.3
Total	2,947,144	2,930,124	2,927,129	-0.1	-0.1
Policies (thousands)					
Individual	10,908	10,305	11,005	0.1	6.8
Group (certificates)	18,378	18,010	16,518	-1.1	-8.3
Credit	16,011	9,347	8,822	-5.8	-5.6
Total	45,298	37,662	36,345	-2.2	-3.5
IN FORCE					
Face amount (millions)					
Individual	\$10,056,501	\$12,342,152	\$11,991,547	1.8	-2.8
Group	8,905,646	8,360,705	8,245,991	-0.8	-1.4
Credit	150,289	76,133	92,205	-4.8	21.1
Total	19,112,436	20,778,990	20,329,743	0.6	-2.2
Policies (thousands)					
Individual	160,520	142,435	142,339	-1.2	-0.1
Group (certificates)	177,348	122,793	133,443	-2.8	8.7
Credit	36,670	15,587	14,866	-8.6	-4.6
Total	374,539	280,816	290,648	-2.5	3.5

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies. Data represent direct business, except for face amount in force which is net of reinsurance. Face amount and policies issued by fraternal benefit societies are considered individual business.

Figure 7.1

Individual, Group, and Credit Life Insurance in Force in the United States (face amount)

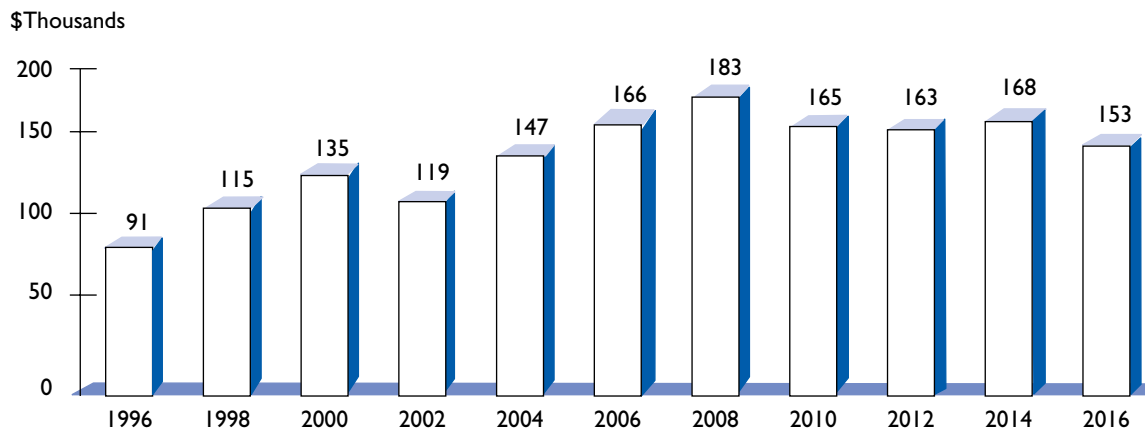


Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission. NAIC does not endorse any analysis or conclusions based on use of its data.

Notes: Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

Figure 7.2

Average Face Amount of Individual Life Insurance Policies Purchased



Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission. NAIC does not endorse any analysis or conclusions based on use of its data.

Notes: Data represent U.S. life insurers and, as of 2003, fraternal benefit societies.

Table 7.2

Individual Life Insurance Purchases in the United States, by Plan Type, 2016				
	Policies in thousands/Amounts in millions			
	Policies	Percent	Face amount	Percent
Term insurance				
Decreasing Level	159	1.5	\$1,115	0.1
Decreasing other term ¹	4,098	38.5	1,063,618	64.4
Level other term ²	NA	NA	3,312	0.2
Term additions	NA	NA	68,199	4.1
Total	NA	NA	1,685	0.1
Whole life and endowment	4,257	40.0	1,137,928	69.0
Aggregate total	6,384	60.0	512,405	31.0
	10,641	100.0	1,650,334	100.0

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Does not include fraternal benefit societies.

NA: Not available

¹Includes decreasing term insurance on spouses and children under family policies.

²Includes level term insurance on spouses and children under family policies.

Table 7.3

Life Insurance Purchases, by Participating Status								
	Individual		Group		Credit		Total	
	Face amount (millions)	Percent	Face amount (millions)	Percent	Face amount (millions)	Percent	Face amount (millions)	Percent
2006								
Nonparticipating	\$1,402,081	78.4	\$964,251	94.3	\$92,878	83.0	\$2,459,211	84.2
Participating	385,730	21.6	57,828	5.7	19,085	17.0	462,643	15.8
Total	1,787,811	100.0	1,022,079	100.0	111,963	100.0	2,921,853	100.0
2015								
Nonparticipating	1,172,555	72.6	1,171,374	95.3	49,808	93.0	2,393,737	82.6
Participating	442,549	27.4	57,901	4.7	3,749	7.0	504,199	17.4
Total	1,615,104	100.0	1,229,275	100.0	53,557	100.0	2,897,936	100.0
2016								
Nonparticipating	1,171,972	71.0	1,124,709	94.5	49,388	93.4	2,346,069	81.1
Participating	478,403	29.0	64,964	5.5	3,483	6.6	546,850	18.9
Total	1,650,375	100.0	1,189,673	100.0	52,871	100.0	2,892,919	100.0

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers; data for fraternal benefit societies not included.

Table 7.4

Voluntary Termination Rates for Life Insurance Policies, Calculated by Face Amount (percent)											
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Lapse rate											
Individual	4.9	5.1	6.1	5.7	5.4	4.8	4.7	4.6	4.3	4.4	4.3
Group	8.1	6.7	6.7	6.6	5.6	4.6	5.6	6.4	5.5	5.9	6.1
Credit	7.4	6.9	6.1	9.9	6.9	6.8	7.4	7.5	8.5	8.0	6.0
Surrender rate											
Individual	1.4	1.3	1.5	1.6	1.4	1.2	1.2	1.0	1.0	1.0	1.0
Group	0.5	0.1	0.2	0.3	0.2	0.3	0.6	0.1	0.1	0.1	0.1
Credit	9.4	7.9	8.3	7.0	6.6	7.3	8.2	9.7	14.6	9.6	6.4
Combined termination rate											
Individual	6.3	6.4	7.6	7.3	6.8	6.1	5.9	5.7	5.3	5.4	5.2
Group	8.6	6.8	6.9	7.0	5.8	4.9	6.2	6.5	5.6	5.9	6.2
Credit	16.8	14.8	14.4	16.9	13.5	14.1	15.6	17.1	23.1	17.6	12.5

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

Table 7.5

Voluntary Termination Rates for Life Insurance Policies, Calculated by Number of Policies (percent)											
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Lapse rate											
Individual	5.8	5.5	6.8	5.7	5.0	4.9	4.7	4.0	5.1	4.6	5.0
Group	7.9	6.6	6.6	10.0	6.7	5.9	5.9	8.4	7.2	6.3	5.7
Credit	5.5	5.4	5.4	10.1	7.9	7.9	7.8	8.1	9.3	7.1	5.6
Surrender rate											
Individual	1.1	1.1	1.1	1.2	1.2	1.1	1.1	1.0	1.1	1.0	1.0
Group	0.2	0.1	0.2	0.2	0.1	0.2	0.6	0.1	0.1	0.1	0.1
Credit	18.7	9.3	18.0	10.0	10.7	10.7	11.9	12.2	13.6	10.3	8.3
Combined termination rate											
Individual	6.9	6.6	7.9	6.9	6.1	6.1	5.8	5.0	6.2	5.6	6.0
Group	8.0	6.7	6.8	10.2	6.8	6.0	6.4	8.5	7.3	6.4	5.8
Credit	24.1	14.6	23.4	20.1	18.6	18.6	19.7	20.3	22.9	17.4	13.9

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

Table 7.6

Life Insurance With Disability Provisions, 2016				
Policies and certificates in thousands/Amounts in millions				
	Policies	Percent of policies in force	Face amount	Percent of amount in force
Individual^{1,2}				
Waiver of premium	32,379	22.7	\$3,963,025	33.0
Disability income	239	0.2	9,050	0.1
Extended benefits ³	0	0.0	118	0.0
Other	2,958	2.1	40,066	0.3
Total	35,576	25.0	4,012,259	33.5
Group³				
Waiver of premium	89,851	67.3	5,304,758	64.3
Disability income	1,493	1.1	69,296	0.8
Extended benefits	1,893	1.4	124,723	1.5
Other	2,022	1.5	267,845	3.2
Total	95,258	71.4	5,766,621	69.9
Credit⁴				
Waiver of premium ⁵	0	0.0	160	0.2
Disability income	72	0.5	205	0.2
Extended benefits	16	0.1	121	0.1
Total	88	0.6	487	0.5

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers.

¹Does not include fraternal benefit societies.

²Policies in force totaled 142 million, with a face amount of \$12 trillion.

³Certificates in force totaled 133 million, with a face amount of \$8.2 trillion.

⁴Policies in force totaled 15 million, with a face amount of \$92 billion.

⁵Less than 500 policies.

Table 7.7

New Policy Claims Resisted or Compromised (thousands)						
	2006		2015		2016	
	Face amount	Percent	Face amount	Percent	Face amount	Percent
New claims in dispute	\$227,395	23.4	\$345,857	27.8	\$250,005	22.0
All other claims in dispute	745,711	76.6	897,119	72.2	886,801	78.0
Total claims in dispute	973,106	100.0	1,242,976	100.0	1,136,806	100.0
Amount paid for new claims	25,365	19.8	59,136	28.6	42,788	27.8
Amount paid for claims previously resisted	102,645	80.2	147,394	71.4	111,034	72.2
Total amount paid	128,010	100.0	206,529	100.0	153,822	100.0
Amount resisted at year's end¹	412,890		413,903		330,940	

Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data. Data represent U.S. life insurers and fraternal benefit societies.

¹Not equal to subtracting total amount paid from total claims in dispute. The amount paid for claims disposed of usually varies from the amount claimed.

Table 7.8

Life Insurance Purchases, by Year

Year	Policies and certificates in thousands/Amounts in millions					
	Individual		Group		Total	
	Policies	Face amount	Certificates	Face amount	Policies/ Certificates	Face amount
1940	17,872	\$10,039	285	\$691	18,157	\$10,730
1945	16,212	13,289	681	1,265	16,893	14,554
1950	20,203	22,728	2,631	6,068	22,834	28,796
1955	21,928	37,169	2,217	11,258*	24,145	48,427*
1960	21,021	59,763	3,734	14,645	24,755	74,408
1965	20,429	90,781	7,007	51,385+	27,436	142,166+
1970	18,550	129,432	5,219	63,690+	23,769	193,122+
1975	18,946	194,732	8,146	95,190+	27,092	289,922+
1980	17,628	389,184	11,379	183,418	29,007	572,602
1985	17,637	911,666	16,243	319,503*	33,880	1,231,169*
1986	17,116	934,010	17,507	374,741+	34,623	1,308,751+
1987	16,455	986,984	16,698	365,529	33,153	1,352,513
1988	15,796	996,006	15,793	410,848	31,589	1,406,854
1989	14,850	1,020,971	15,110	420,707	29,960	1,441,678
1990	14,199	1,069,880	14,592	459,271	28,791	1,529,151
1991	13,583	1,041,706	16,230	573,953+	29,813	1,615,659+
1992	13,452	1,048,357	14,930	440,143	28,382	1,488,500
1993	13,664	1,101,476	17,574	576,823	31,238	1,678,299
1994	13,835	1,057,233	18,390	560,232	32,225	1,617,465
1995	12,595	1,039,258	19,404	537,828	31,999	1,577,086
1996	12,022	1,089,268	18,761	614,565	30,783	1,703,833
1997	11,734	1,203,681	19,973	688,589	31,707	1,892,270
1998	11,559	1,324,671	20,332	739,508	31,891	2,064,179
1999	11,673	1,399,848	26,912	966,858	38,584	2,366,706
2000	11,820	1,593,907	21,537	921,001	33,357	2,514,908
2001	14,059	1,600,471	26,036	1,172,080	40,095	2,772,551
2002	14,692	1,752,941	24,020	1,013,728	38,713	2,766,669
2003‡	13,821	1,772,673	21,946	1,050,318	35,767	2,822,992
2004‡	12,581	1,846,384	25,872	1,101,599	38,453	2,947,983
2005‡	11,407	1,796,384	23,112	1,039,878	34,519	2,836,262
2006‡	10,908	1,813,100	18,378	1,022,080	29,287	2,835,180
2007‡	10,826	1,890,989	19,962	1,102,654	30,788	2,993,643
2008‡	10,207	1,869,554	18,392	1,073,273	28,599	2,942,827
2009‡	10,139	1,744,357	19,051	1,155,824	29,190	2,900,181
2010‡	10,123	1,673,216	18,498	1,135,354	28,621	2,808,570
2011‡	10,309	1,672,514	16,867	1,159,934	27,177	2,832,448
2012‡	10,306	1,679,314	16,757	1,120,625	27,063	2,799,939
2013‡	9,929	1,640,202	15,336	1,138,686	25,264	2,778,888
2014‡	9,440	1,590,181	17,707	1,168,416	27,147	2,758,596
2015‡	10,305	1,647,292	18,010	1,229,275	28,315	2,876,567
2016‡	11,005	1,684,585	16,518	1,189,673	27,523	2,874,257

Sources: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission; LIMRA International.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data; Data represent direct business and exclude revivals, increases, dividend additions, and reinsurance acquired. 1940-73 data exclude credit life insurance. Beginning with 1974, data include long-term credit insurance (life insurance on loans of more than 10 years' duration). Data represent U.S. life insurers and, as 2003, fraternal benefit societies.

*Includes Federal Employees' Group Life Insurance of \$1.9 billion in 1955, \$84.4 billion in 1981, and \$10.8 billion in 1985.

†Includes Servicemen's Group Life Insurance of \$27.8 billion in 1965, \$17.1 billion in 1970, \$1.7 billion in 1975, \$45.6 billion in 1981, \$51 billion in 1986, and \$166.7 billion in 1991.

‡Includes fraternal benefit societies.

Table 7.9

Life Insurance in Force in the United States, by Year (millions)

Year	Individual		Group		Credit		Total	
	Policies	Face amount	Certificates	Face amount	Policies ¹	Face amount	Policies/ Certificates	Face amount
1900	14	\$7,573	—	—	—	—	14	\$7,573
1905	22	11,863	—	—	—	—	22	11,863
1910	29	14,908	—	—	—	—	29	14,908
1915	41	20,929	*	\$100	—	—	41	21,029
1920	64	38,966	2	1,570	*	\$4	66	40,540
1925	94	65,210	3	4,247	*	18	97	69,475
1930	118	96,539	6	9,801	*	73	124	106,413
1935	114	88,155	6	10,208	1	101	121	98,464
1940	122	100,212	9	14,938	3	380	134	115,530
1945	149	129,225	12	22,172	2	365	163	151,762
1950	172	182,531	19	47,793	11	3,844	202	234,168
1955	192	256,494	32	101,345	28	14,493	252	372,332
1960	195	381,444	44	175,903	43	29,101	282	586,448
1965	196	539,456	61	308,078	63	53,020	320	900,554
1970	197	773,374	80	551,357	78	77,392	355	1,402,123
1975	204	1,122,844	96	904,695	80	112,032	380	2,139,571
1980	206	1,796,468	118	1,579,355	78	165,215	402	3,541,038
1985	186	3,275,539	130	2,561,595	70	215,973	386	6,053,107
1990	177	5,391,053	141	3,753,506	71	248,038	389	9,392,597
1991	170	5,700,252	141	4,057,606	64	228,478	375	9,986,336
1992	168	5,962,783	142	4,240,919	56	202,090	366	10,405,792
1993	169	6,448,885	142	4,456,338	52	199,518	363	11,104,741
1994	169	6,448,758	145	4,443,179	52	189,398	366	11,081,335
1995	166	6,890,386	147	4,604,856	57	201,083	370	11,696,325
1996	166	7,425,746	139	5,067,804	50	210,746	355	12,704,296
1997	162	7,872,561	142	5,279,042	47	212,255	351	13,363,858
1998	160	8,523,258	152	5,735,273	46	212,917	359	14,471,448
1999	162	9,172,397	159	6,110,218	46	213,453	367	15,496,069
2000	163	9,376,370	156	6,376,127	50	200,770	369	15,953,267
2001	166	9,345,723	163	6,765,074	48	178,851	377	16,289,648
2002	169	9,311,729	164	6,876,075	42	158,534	375	16,346,338
2003‡	176	9,654,731	163	7,236,191	40	152,739	379	17,043,661
2004‡	168	9,717,377	165	7,630,503	39	160,371	373	17,508,252
2005‡	166	9,969,899	167	8,263,019	40	165,605	373	18,398,523
2006‡	161	10,056,501	177	8,905,646	37	150,289	375	19,112,436
2007‡	158	10,231,765	180	9,157,919	36	149,536	374	19,539,219
2008‡	156	10,254,379	148	8,717,453	31	148,443	335	19,120,276
2009‡	153	10,324,455	113	7,688,328	25	125,512	291	18,138,295
2010‡	152	10,483,516	109	7,830,631	23	111,805	284	18,425,952
2011‡	151	10,993,501	112	8,119,879	23	105,685	286	19,219,065
2012‡	146	11,215,136	106	8,011,839	19	93,940	272	19,320,916
2013‡	144	11,365,441	114	8,214,718	17	81,359	275	19,661,518
2014‡	143	11,825,927	120	8,208,725	15	79,955	278	20,114,607
2015‡	142	12,342,152	123	8,360,705	16	76,133	281	20,778,990
2016‡	142	11,991,547	133	8,245,991	15	92,205	291	20,329,743

Sources: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission; Spectator Year Book.

Notes: NAIC does not endorse any analysis or conclusions based on use of its data; Data represent direct business for policies/certificates and net business for face amounts. Beginning in 1959, data include Alaska and Hawaii. 1994-97 data for individual amount and group certificates were revised. Individual and group categories include credit life insurance on loans of more than 10 years' duration; credit category is limited to life insurance on loans of 10 years' or less duration. Totals represent all life insurance (net of reinsurance) on residents of the United States, whether issued by U.S. or foreign companies.

*Fewer than 500,000.

‡Includes fraternal benefit societies.

¹Includes group credit certificates.