

LIFE  
INSURERS  
AND  
YOUR  
STATE  
2018

## TENNESSEE

### Jobs

- The life insurance industry generates approximately 45,900 jobs in Tennessee, including 17,700 direct employees and 28,200 non-insurance jobs.
- 448 life insurers are licensed to do business in Tennessee and 9 are domiciled in the state.

### Protection

- Tennessee residents have \$652 billion in total life insurance coverage.
- State residents own 3 million individual life insurance policies, with coverage averaging \$111,000 per policyholder.
- Group life insurance coverage amounts to \$269 billion.
- Individual life insurance coverage purchased in Tennessee in 2016 totaled \$34 billion.
- \$8 billion was paid to Tennessee residents in the form of death benefits, matured endowments, policy dividends, surrender values, and other payments in 2016.
- Annuity benefits paid in the state in 2016 totaled \$1 billion.

### Investments

- Life insurance companies invest approximately \$90 billion in Tennessee's economy.
- About \$74 billion of this investment is in stocks and bonds that help finance business development, job creation, and services in the state.
- Life insurers provide \$5 billion in mortgage loans on farm, residential, and commercial properties, and own \$521 million in real estate in Tennessee.

### ACLI in Tennessee

- 251 ACLI member companies provide financial and retirement security to Tennessee families through life insurance, annuities, long-term care and disability income insurance, and retirement plans.
- 91 percent of all life and annuity payments are from ACLI members.
- 85 percent of total life insurance coverage is provided by ACLI members.

### Across America

- 90 million American families rely on life insurers' products for financial and retirement security.\*
- Life insurers are leading providers of retirement solutions, including 401(k)s, 403(b)s, 457s, IRAs, and annuities, managing 18 percent of all defined contribution plan assets and 14 percent of all IRA assets.
- More than 16 percent of Americans' long-term savings is in permanent life insurance and retirement annuities.
- Life insurers pay out \$1.7 billion to families and businesses every day.
- Life insurers invest \$6.4 trillion in the U.S. economy—95 percent of the industry's total assets.
- Life insurers are a major source of bond financing for American businesses, holding almost 22 percent of all U.S. corporate bonds.