

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: 90 million American families rely on life insurers' products for financial and retirement security.

Americans purchased \$3.3 trillion of new life insurance coverage in 2020, a 7.9 percent increase from 2019. By the end of 2020, total life insurance coverage in the United States was \$20.4 trillion, an increase of 3 percent from 2019 (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 63 percent of all life insurance in force in the United States at year-end 2020 (Table 7.1). Typically purchased through life insurance agents, this insurance is issued under individual policies with face amounts as low as \$10,000, 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 \$12.8 trillion at the end of 2020 and has grown at an average annual rate of 2.1 percent since 2010, when \$10.5 trillion was in force (Table 7.1).

The average size of new individual life policies purchased has increased from \$165,290 in 2010 to \$183,780 in 2020 (Figure 7.2). The number of individual policies purchased totaled 10.1 million in 2020 (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 2020, 41 percent, or 4.2 million, were term insurance, totaling \$1.4 trillion, or 74 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 2020, direct purchases of permanent life constituted 59 percent of U.S. individual life insurance policies issued and 26 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. More than two-thirds of individual life policies' face amount purchased were nonparticipating at \$1.3 trillion (71%) in 2020 (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 percent by 2020 (Table 7.4). Of the individual life policies that have been voluntarily terminated, 18% were surrendered based on face amount.

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 with disability provisions in 2020, 93 percent, or 34 million, allowed the premium to be waived during disability. This represents \$4.5 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 2020, group insurance represented 41 percent of all life insurance policies in force (Table 7.1).

Group purchases increased 16.1 percent in 2020 to \$1.4 trillion. At the end of 2020, group life insurance provided \$7.5 trillion of protection, a 1.6 percent increase over 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—97 percent of those purchased in 2020, at \$1.4 trillion (Table 7.3).

The voluntary termination rate of group life insurance policies decreased to 5.7 percent from 5.9 percent a year earlier. The voluntary lapses in 2020 decreased to 5.6 percent from 5.8 percent in 2019 (Table 7.4).

Group policies also provide disability benefits. Of group life policies in force with disability provisions in 2020, 90 percent, or 83 million, provided for waiver of premium. This represents \$5.6 trillion, or 83 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 2020, \$97 billion of credit life insurance was in force, up 11.2 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.

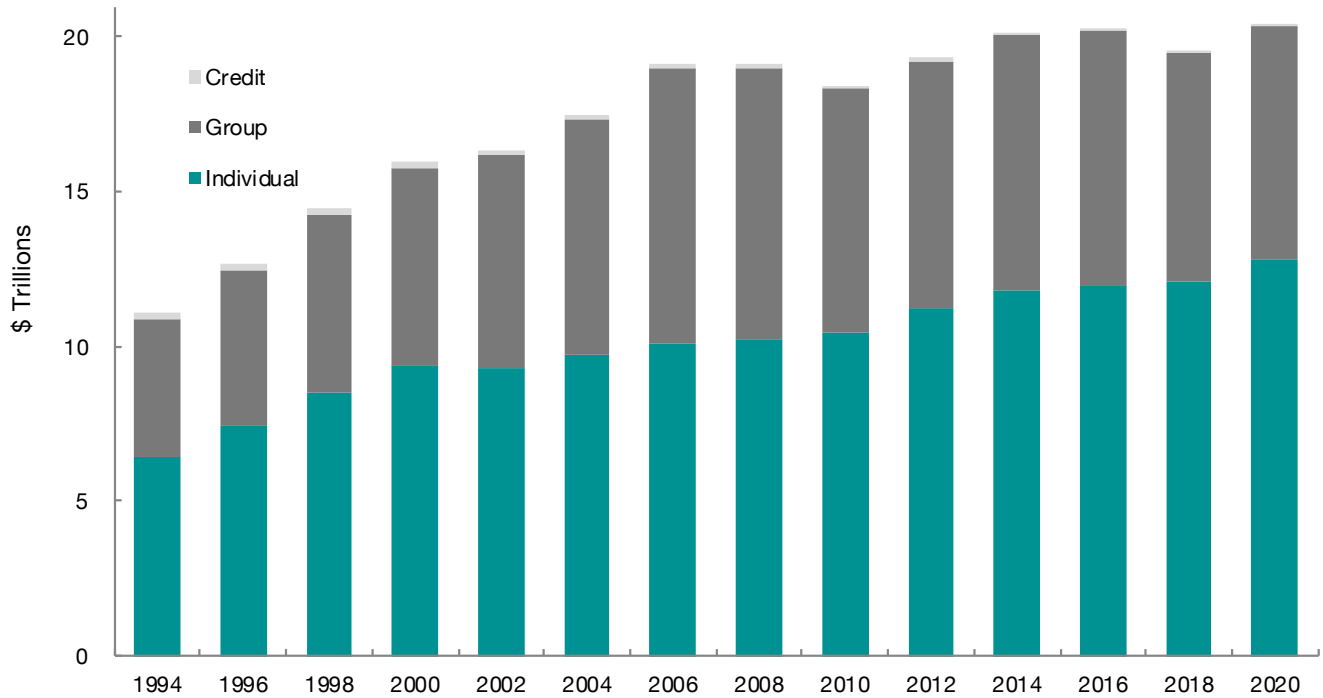
As with other life policies, credit policies can be purchased on either a participating or nonparticipating basis. Of credit life policies purchased in 2020, 98 percent, or \$40 billion, were nonparticipating (Table 7.3).

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 2020, \$372 million in new claims along with \$608 million in other claims were in dispute. Of this amount, \$321 million was paid in 2020 and \$311 million still resisted at the end of the year (Table 7.7).

Figure 7.1

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

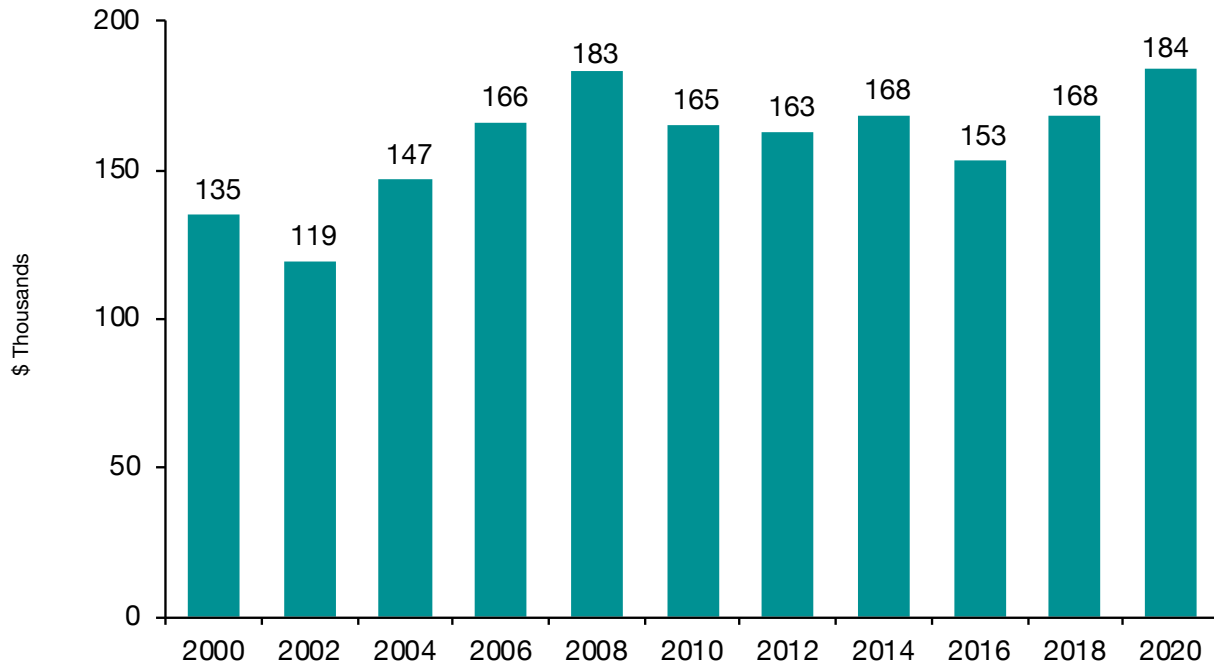


Source: ACLI tabulations of National Association of Insurance Commissioners (NAIC) data, used by permission. NAIC does not endorse any analysis or conclusions based on use of its data.

Note: 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.

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

Table 7.1

Life Insurance in the United States

	Life Insurance			Average annual percent change	
	2010	2019	2020	2010/2020	2019/2020
PURCHASES					
Face amount (millions)					
Individual ¹	\$1,673,216	\$1,802,511	\$1,853,914	1.0	2.9
Group	1,135,354	1,239,463	1,439,540	2.4	16.1
Credit	68,355	47,602	41,073	-5.0	-13.7
Total	2,876,925	3,089,575	3,334,528	1.5	7.9
Policies (thousands)					
Individual	10,123	10,118	10,088	0.0	-0.3
Group (certificates)	18,498	21,238	25,345	3.2	19.3
Credit	10,988	8,099	7,639	-3.6	-5.7
Total	39,609	39,455	43,072	0.8	9.2
IN FORCE					
Face amount (millions)					
Individual	\$10,483,516	\$12,388,298	\$12,849,985	2.1	3.7
Group	7,830,631	7,358,413	7,478,454	-0.5	1.6
Credit	111,805	87,346	97,170	-1.4	11.2
Total	18,425,952	19,834,056	20,425,609	1.0	3.0
Policies (thousands)					
Individual	151,787	137,213	136,737	-1.0	-0.3
Group (certificates)	109,462	108,495	105,183	-0.4	-3.1
Credit	23,086	13,038	13,011	-5.6	-0.2
Total	284,335	258,746	254,931	-1.1	-1.5

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.

¹ Policies issued by fraternal benefits societies are considered individual business.

Table 7.2

Individual Life Insurance Purchases in the United States, by Plan Type, 2020

	Policies in thousands/Amounts in millions			
	Policies	Percent	Face amount	Percent
Term insurance				
Decreasing	95	0.9	\$1,221	0.1
Level	4,082	40.5	1,277,513	68.9
Decreasing other term ¹	NA	NA	3,575	0.2
Level other term ²	NA	NA	78,741	4.2
Term additions	NA	NA	2,316	0.1
Total	4,178	41.4	1,363,365	73.5
Whole life and endowment	5,910	58.6	490,549	26.5
Aggregate total	10,088	100.0	1,853,914	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 and fraternal benefit societies.

NA: Not available

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

² Includes 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
2010								
Nonparticipating	\$1,252,554	74.9	\$1,084,834	95.6	\$54,614	79.9	\$2,392,002	83.1
Participating	420,662	25.1	50,520	4.4	13,741	20.1	484,923	16.9
Total	1,673,216	100.0	1,135,354	100.0	68,355	100.0	2,876,925	100.0
2019								
Nonparticipating	1,261,768	70.0	1,187,831	95.8	46,746	98.2	2,496,345	80.8
Participating	540,743	30.0	51,632	4.2	856	1.8	593,230	19.2
Total	1,802,511	100.0	1,239,463	100.0	47,602	100.0	3,089,575	100.0
2020								
Nonparticipating	1,308,923	70.6	1,389,895	96.6	40,385	98.3	2,739,202	82.1
Participating	544,992	29.4	49,646	3.4	689	1.7	595,326	17.9
Total	1,853,914	100.0	1,439,540	100.0	41,073	100.0	3,334,528	100.0

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

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Table 7.4

Voluntary Termination Rates for Life Insurance Policies, Calculated by Face Amount (percent)											
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Lapse rate											
Individual	5.4	4.8	4.7	4.6	4.3	4.4	4.3	4.5	4.7	4.4	4.1
Group	5.6	4.6	5.6	6.4	5.5	5.9	6.1	5.9	5.0	5.8	5.6
Credit	6.9	6.8	7.4	7.5	8.5	8.0	6.8	6.6	5.8	5.3	4.6
Surrender rate											
Individual	1.4	1.2	1.2	1.0	1.0	1.0	1.0	1.1	1.1	1.1	0.9
Group	0.2	0.3	0.6	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Credit	6.6	7.3	8.2	9.7	14.6	9.6	7.2	7.1	7.2	8.6	6.8
Combined termination rate											
Individual	6.8	6.1	5.9	5.7	5.3	5.4	5.2	5.7	5.7	5.5	5.0
Group	5.8	4.9	6.2	6.5	5.6	5.9	6.2	6.1	5.1	5.9	5.7
Credit	13.5	14.1	15.6	17.1	23.1	17.6	14.0	13.6	13.0	13.9	11.4

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)											
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Lapse rate											
Individual	5.0	4.9	4.7	4.0	5.1	4.6	5.0	5.3	5.6	5.8	5.7
Group	6.7	5.9	5.9	8.4	7.2	6.3	5.7	5.7	4.7	5.9	4.8
Credit	7.9	7.9	7.8	8.1	9.3	7.1	5.6	5.2	5.0	4.7	4.4
Surrender rate											
Individual	1.2	1.1	1.1	1.0	1.1	1.0	1.0	1.1	1.1	1.1	1.0
Group	0.1	0.2	0.6	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Credit	10.7	10.7	11.9	12.2	13.6	10.3	8.3	9.1	8.4	12.6	6.7
Combined termination rate											
Individual	6.1	6.1	5.8	5.0	6.2	5.6	6.0	6.4	6.7	6.9	6.7
Group	6.8	6.0	6.4	8.5	7.3	6.4	5.8	5.7	4.7	6.0	4.8
Credit	18.6	18.6	19.7	20.3	22.9	17.4	13.9	14.3	13.4	17.2	11.1

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

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Table 7.6

Life Insurance With Disability Provisions, 2020

	Policies and certificates in thousands/Amounts in millions			
	Policies	Percent of policies in force	Face amount	Percent of amount in force
Individual¹				
Waiver of premium	33,876	24.8	\$4,545,261	35.4
Disability income	221	0.2	10,732	0.1
Extended benefits	-	-	-	-
Other	2,491	1.8	27,378	0.2
Total	36,587	26.8	4,583,372	35.7
Group²				
Waiver of premium	83,014	78.9	5,636,727	75.4
Disability income	1,299	1.2	62,403	0.8
Extended benefits	2,360	2.2	372,980	5.0
Other	5,318	5.1	722,011	9.7
Total	91,991	87.5	6,794,122	90.8
Credit³				
Waiver of premium	132	1.0	98	0.1
Disability income	20	0.2	70	0.1
Extended benefits	11	0.1	101	0.1
Total	163	1.3	269	0.3

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.

¹ Policies in force totaled 137 million, with a face amount of \$12.8 trillion.

² Certificates in force totaled 105 million, with a face amount of \$7.5 trillion.

³ Policies in force totaled 13 million, with a face amount of \$97 billion.

Table 7.7

New Policy Claims Resisted or Compromised (thousands)						
	2010		2019		2020	
	Face amount	Percent	Face amount	Percent	Face amount	Percent
New claims in dispute	\$342,589	24.9	\$598,584	50.0	\$372,243	38.0
All other claims in dispute	1,033,036	75.1	598,673	50.0	607,652	62.0
Total claims in dispute	1,375,625	100.0	1,197,257	100.0	979,895	100.0
Amount paid for new claims	19,329	16.6	246,862	81.5	177,221	55.3
Amount paid for claims previously resisted	97,412	83.4	56,139	18.5	143,305	44.7
Total amount paid	116,741	100.0	303,002	100.0	320,526	100.0
Amount resisted at year's end¹	558,509		328,457		310,771	

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.

¹ Not 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 +

Table 7.8, continued

Life Insurance Purchases, by Year, continued

Year	Policies and certificates in thousands/Amounts in millions					
	Individual		Group		Total	
	Policies	Face amount	Certificates	Face amount	Policies/Certificates	Face amount
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
2017	10,478	1,711,545	17,557	1,315,651	28,035	3,027,196
2018	10,289	1,727,874	17,459	1,244,329	27,748	2,972,203
2019	10,118	1,802,511	21,238	1,239,463	31,356	3,041,974
2020	10,088	1,853,914	25,345	1,439,540	35,433	3,293,455

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 of 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.

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

Table 7.9, continued

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

Year	Individual		Group		Credit	Total		
	Policies	Face amount	Certificates	Face amount	Policies ¹	Face amount	Policies/Certificates	Face amount
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	78,117	291	20,315,655
2017	142	11,927,253	133	8,410,652	14	77,787	289	20,415,692
2018	138	12,120,445	115	7,366,765	14	83,534	267	19,570,744
2019	137	12,388,298	108	7,358,413	13	87,346	259	19,834,056
2020	137	12,849,985	105	7,478,454	13	97,170	255	20,425,609

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

*Fewer than 500,000 policies/certificates.

¹ Includes group credit certificates.