
Life Insurers Across America

Providing Jobs

- The life insurance industry generates approximately 2.4 million jobs in the U.S., including direct employees, those who sell life insurance products, and non-insurance jobs supported by the industry.
- The U.S. life insurance industry is made up of nearly 800 companies with sales and operations across the country.

Protecting Families

- 90 million American families rely on life insurers' products for financial and retirement security.*
- 142 million individual life insurance policies were in force at the end of 2017, which included \$20 trillion worth of life insurance protection through individual policies and group certificates.
- The life insurance industry pays out \$1.9 billion every day through payments from life insurance, annuities, long-term care insurance, disability income insurance, and other types of insurance products.
- More than 14% of Americans' long-term savings is in permanent life insurance and retirement annuities.

Investing in the Economy

- The life insurance industry has \$6.5 trillion invested in the U.S. economy, making it one of the largest sources of investment capital in the nation.
- Life insurers invest in American business for the long-term. More than 39 percent of general account bonds held by life insurers had a maturity of more than 20 years at the time of purchase. Seventy-two percent had a maturity of more than 10 years.
- Life insurers are a major source of bond financing for American businesses, holding 21 percent of all U.S. corporate bonds.
- Life insurers provide long-term capital to the commercial mortgage market, directly financing more than \$471 billion, or more than one-sixth, of U.S. commercial mortgages.

About ACLI

- ACLI represents approximately 280 member companies operating in the United States and abroad.
- ACLI members represent 95 percent of industry assets, 92 percent of life insurance premiums, and 98 percent of annuity considerations in the United States.
- Members offer life insurance, annuities, retirement plans, long-term care and disability income insurance, reinsurance, dental and vision and other supplemental benefits.

*75 million households rely on life insurance and/or non-qualified annuities; an additional 15 million households who don't own life insurance or non-qualified annuities rely on qualified annuities, disability income insurance, long-term care insurance, supplemental insurance, or a combination of these products.

Sources: ACLI calculations based on National Association of Insurance Commissioners (NAIC) 2017 annual statement data; U.S. Bureau of Economic Analysis, 2017 data; U.S. Census Bureau, 2017 data; U.S. Bureau of Labor Statistics, 2017 data; U.S. Treasury Department, 2017 data; and 2016-2017 MacroMonitor Survey data.