

**Table 2:**    **Meaning of Results by Using Psychological Factors**

| Psychological Factor      | Implication   |
|---------------------------|---|
| External Locus of Control | A person with a higher level of external locus of control (e.g., blaming external reasons) tended to have both term life insurance and cash value life insurance. |
| Financial Satisfaction    | Those who had a higher level of financial satisfaction were less likely to purchase term life insurance.  |
| Financial Self-efficacy   | A person with a higher level of financial self-efficacy was more likely to have both term life insurance and cash value life insurance.                           |
| Life Satisfaction         | Those who were more satisfied with their life were more likely to have either kind of life insurance.   |