

INSURANCE SUMMARY AND REVIEW ROADMAP

CLIENT NAME(S):

DATE:



Insured					
Death Benefit					
Insurance Company					
Policy Type2					
Policy Number					
Annual Premium					
Premiums pd to date					
Cash Value/ Surrender Value					
Owner ¹ (if trust, state trustee)					
Primary beneficiary					
Contingent beneficiary					
Risk Class at purchase					
"As-Sold" Rate vs. Current Rate					
Policy Loan?/Rate					
Servicing Agent					

FOOTNOTES

- 1 Owner: H=Husband, W=Wife, J=Joint with Spouse, C=Community Property, T= Trust - if trust please include trustees
- 2 Type: T=Term, WL=Whole Life, UL= Universal Life, VUL= Variable Universal Life, Indicate survivorship policies with an "S"

BEST PRACTICES:



Contact an insurance agent or insurance consultant to review your policies annually. For trust owned policies, it is a fiduciary responsibility! For all policies other than term insurance, request an "in force ledger" annually to illustrate the policy "health" and compare to the "As-Sold" ledger. For any insureds over age 70, a life expectancy quote should be obtained to determine intrinsic value of policy. Understand the life settlement as an option before terminating any coverage! Your policy may be more valuable than you think!

ANNUAL INSURANCE POLICY CHECK-UP QUESTIONS TO DETERMINE "IS MY POLICY IN GOOD STANDING?"



- ✓ **For Non-Guaranteed Universal Life Policies:** Has the rate that was used to credit interest to your policy increased or decreased since your last review?
- ✓ **For Non-Guaranteed Variable and Index Universal Life Policies:** When did you last review your asset allocation?
- ✓ **For Guaranteed Life Policies:** Have you ever been late paying a premium? If so, your policy guarantee may be in jeopardy.
- ✓ **For Term Policies:** When does your conversion period expire? Have you had any health changes that would impact your ability to explore a lower cost policy?
- ✓ **When did you last address** the impact of low interest rates and volatile markets on the performance of your non-guaranteed policies?
- ✓ **Have you experienced any major life changes** (i.e. marriage, divorce, additional children, new job, inheritance, etc.)?
- ✓ **Does your current life insurance coverage also provide a Long Term Care/Chronic Care option?**
- ✓ **Do you need your insurance coverage to go to age 121 or would age 90 / 95 / 100 be more appropriate?** Reducing coverage duration may reduce future premiums.

- ✓ **Are your primary and contingent beneficiary designations** still appropriate?
- ✓ **If you are over age 70** a life expectancy quote may be advised to determine whether you may reduce future premiums.

WHEN WAS THE LAST TIME YOU EVALUATED IF YOU CAN REDUCE FUTURE PREMIUMS?

-  Has your health improved?
-  Has your health declined?

GIVEN ALL THE CHANGES TO THE ESTATE TAX:

-  Do you need to make changes to how your life insurance is owned?
-  Do you still need life insurance coverage?

BEST PRACTICES:

Contact an insurance agent or insurance consultant to review your policies annually. For trust owned policies, it is a fiduciary responsibility!

For all policies other than term insurance, you should request an inforce ledger to illustrate the policy's projected performance compared to the "As-Sold ledger".