

Advisor Name: _____

Firm: _____

Phone: _____

Address: _____

Email: _____

Policy Criteria for Life Insurance Settlements

All policies to be reviewed for sale in the secondary market should meet the following criteria:

- = Insured Age should be over 70 (male) or 75 (female)
- = Net Death Benefit (NDB) over \$250,000
- = Policy must be issued over 2 years ago
- = Carrier must be rated B+ or higher
- = Premium should be less than 10% of NDB
- = Cash surrender value should be less than 30% of NDB

If survivorship policy, use two rows to complete insured information.

| | Insured | | | | Ownership Code ² | Policy Information | | | | | | Reason Code ⁴ |
|----|---------|-----|-----------------|-------------------------------|--------------------------------|--------------------|-----------------------------|-------------------|-----------------------|------------|-----------------|-----------------------------|
| | Gender | Age | Smoker (Y/N) | Health Status ¹ | | Carrier | Policy Type ³ | Net Death Benefit | Annualized Premium | Cash Value | Surrender Value | |
| 1 | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | |
| 4 | | | | | | | | | | | | |
| 5 | | | | | | | | | | | | |
| 6 | | | | | | | | | | | | |
| 7 | | | | | | | | | | | | |
| 8 | | | | | | | | | | | | |
| 9 | | | | | | | | | | | | |
| 10 | | | | | | | | | | | | |

Codes for use with this form:

^{1/} Health Status: **1** (above average health); **2** (standard health); **3** (minor impairment); **4** (severe impairment)

^{2/} Ownership: **I** (insured/owner); **T** (trust); **C** (corporate); **O** (other)

^{3/} Policy Type: **UL** (universal life); **WL** (whole life); **T** (term - must be convertible); **VUL** (variable UL) - - for survivorship policies, please add an "S" to the code

^{4/} Reason for client to consider: **A** (arbitrage/1035 alternative); **L** (lapsing policy); **K** (key-man or buy/sell); **E** (estate planning changes); **C** (charitable giving); **U** (underperforming policy)

Fax Hypothetical Illustration Worksheets to:
509-921-1755