EXAMPLE

The client, male, age 60, purchased a whole life policy in 1992. The current death benefit is $1,000,000, cash surrender value is $279,000, and total annual premium is $13,470. The goal is to re-price the current coverage in accordance with the client’s needs. Assuming good health and a preferred rating:

- Option 1 — The client can move existing cash value over to a new Universal Life policy with a guaranteed death benefit for life and obtain a new death benefit of $981,000 while paying no further premium.

- Option 2 — The client can move existing cash value over to a new Universal Life policy with a guaranteed death benefit for life and obtain a lower premium of $6,735 per year with a death benefit of $1,319,000.

- Option 3 — The client can move existing cash value over to a new Universal Life policy with a guaranteed death benefit for life and obtain a new death benefit of $1,656,000 while maintaining the current annual premium payment of $13,470.

Death benefits are guaranteed for life by the insurance company as long as any required premiums are paid and no withdrawals are taken from cash value.

WHAT IS NEEDED TO COMPLETE A LIFE INSURANCE POLICY REVIEW

- Financial Advisor Name
- General Health Status
- Client Name(s)
- Does client use tobacco?
- Client Date(s) of Birth
- Current policy death benefit
- Current policy cash surrender value
- Copy of client’s most recent policy statement

For more information on Life Insurance Policy Review

Contact your Wealth Structuring Insurance Specialist or your Insurance Business Development Specialist at 877.472.6544

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