# Policy Review

The purpose of this presentation is to evaluate existing life insurance coverage by analyzing information on the performance of current policies and reviewing options for optimizing the benefit and cost effectiveness of current coverage.

This presentation is not for use with variable products.

## Information Required to Produce Illustration

***Product Options – For New Policy Illustrations***

Type of Solve You Want
Whether the Solve is Survivorship
State for which Policy would be Issued
**Using this information the program will narrow down the product selection.

***Product Selection***

Here you are selecting up to 4 carrier's products for use in the comparison. This selection screen is for new illustrations. Note that there is a selected called 'Imported Product', selecting this will allow you to manually import a ledger for a new policy you have already created.

***Imported In-Force Information***

***This begins the process of entering information for the client's current in-force policy.***

Carrier ______________________________
Product Name ______________________________
1st Insured Class ______________________________
1st Insured Rating ______________________________
2nd Insured Class (if survivorship) ______________________________
2nd Insured Rating (if survivorship) ______________________________

***Imported In-Force Illustration Table***

Here you will input the illustration table values from the client's current policy. This allows the system to perform calculations and comparisons to new policies. You will need the policies premium, cash surrender, and death benefit values for both current and guaranteed assumptions.

***Imported In-Force Illustration PDF Upload***

Here you will need to upload the client's in-force illustration; the file needs to be in PDF format.

***Information about the Insured*** ______________________________

1st Insured Name ______________________________
1st Insured Age ______________________________
1st Insured Gender ______________________________
Income Tax Rate ______________________________
2nd Insured Name (if survivorship) ______________________________
2nd Insured Age (if survivorship) ______________________________
2nd Insured Gender (if survivorship) ______________________________

# Policy Review - Continued

***Policy Information (for new policies)***

Death Benefit or Premium Required ______________________
Premium Years ______________________
Guaranteed Age ______________________
Target Cash Value ______________________
Target Cash Value Age ______________________
1035 Amount ______________________
1035 Month ______________________
Lump Sum ______________________
Prevent MEC ______________________

***Product Options – Include Compliant Output***

This options allows you to have the system attach the compliant illustrations that you attached for the in-force policy as well as those derived through Winflex.

***Agent Information***

Name ______________________
Company ______________________
Address 1 ______________________
Address 2 ______________________
City ______________________
State ______________________
Zip Code ______________________
Phone Number ______________________
Fax Number ______________________
Email Address ______________________
Website ______________________

***Product Options – For Each Carrier's Product You Previously Selected***

This section allows you to enter the Class, Table Rating (if applicable), and State for which you want the system to run your selected products through Winflex. There may be up to 5 of these.

***Product Listing***

Here you can select and download the illustration you uploaded for the inforce policy as well as all of the illustrations generated through Winflex. This is a good opportunity to look through the illustrations to ensure you are receiving expected results.

***Additional Information about the In-Force Policy***

Type of Policy (Term, UL, WL) ______________________
Policy Beneficiary ______________________
Policy Goal ______________________
Anniversary Date ______________________
In-Force Policy Number ______________________

*****NOTE – After you select the type of Policy you will be taken to an additional screen requiring information on the in-force policy; this is because the required inputs are different for Term, UL, and WL policies. Please only gather information for the appropriate inputs. All three type requirements are on the next page..***

# Policy Review - Continued

| | |
|---|---|
| ***Term (if previously selected)*** | |
| Initial Premium | |
| Premium Mode | Annual, Semi-Annual, Quarterly, Monthly |
| Type of Term | Annual Renewable, 5 yr, 10yr, 15, 20, 25, 30 |
| Years in Force | |
| Face Amount | |
| Term Renewal Age | |
| Accidental Death Rider | Yes, No |
| Child Rider | Yes, No |
| ***UL (if previously selected)*** | |
| Death Benefit Option | Level, Increasing, Return of Premium |
| Current Crediting Rate | |
| Guaranteed Crediting Rate | |
| Initial Premium | |
| Years Paid | |
| Years in Force | |
| Face Amount | |
| Current Loan Amount | |
| Does the Policy Endow | Yes, No |
| Endowment Age (if applicable) | |
| Accelerated Benefits Rider | Yes, No |
| Maturity Extension Rider | Yes, No |
| No Lapse Guarantee | Yes, No |
| Lapse Age (if applicable) | |
| ***WL*** | |
| Type of Whole Life | Participating, Interest Sensitive |
| Current Crediting Rate | |
| Guaranteed Crediting Rate | |
| Initial Premium | |
| Premium Mode | Annual, Semi-Annual, Quarterly, Monthly |
| Years Paid | |
| Face Amount | |
| How Much of Policy is Term | |
| Dividends | Paid Up Additions, Dividends to Reduce,<br>Accumulate at Interest, Pay in Cash,<br>Buy Term and PUAs, Interest Sensitive WL |
| Accelerated Benefits Rider | Yes, No |
| Current Loan Amount | |
| Does the Policy Mature | Yes, No |
| Maturity Age (if Applicable) | |
| Maturity Extension Rider | Yes, No |

# Policy Review - Continued

***Presentation Organization***

This section allows you some flexibility in how you would like the final presentation organized.

| | |
|---|---|
| Fiduciary Duties | Yes, No |
| Internal Rates of Return | Yes, No |
| Key Person Insurance | Yes, No |
| Types of Policies | Yes, No |
| Term Risks and Advantages | Yes, No |
| Section 1035 | Yes, No |
| Tax Issues | Yes, No |
| Life Expectancy | (if left 0, the system will calculate on own) |