



1.866.326.LIFE
www.lisettlements.com

Life Insurance Settlements, Inc. is dedicated to offering seniors viable options for their life insurance policies through life settlements. A life settlement, simply put, is the sale of a life insurance policy at a price, which is higher than the cash surrender value. Many seniors are realizing the extraordinary benefits of unlocking the dormant asset value of life insurance, allowing them to better plan for their future through what is essentially found money.

Ideal candidates for life settlements are high net worth seniors age 65 and over with:

- A life insurance policy with a face amount of at least \$250,000
- A change in insurability since the policy was issued
- Life expectancy of 15 years or less

A life settlement can be a good option for a variety of reasons which include:

- Client may have outlived the risk insured against
- Spouse has passed away
- Business partnership has dissolved
- Key employee has retired after a long career
- Cash to fund more cost effective coverage
- Pay off debt or funds to invest elsewhere
- Cash to fund more cost effective coverage



QUALIFYING WORKSHEET

This form is intended as a tool to quickly assess whether a life settlement is a viable option for a prospective candidate. Please contact your Life Insurance Settlements advisor prior to submission or declination of any prospective cases.

PART ONE - THE CLIENT

- 1-point Male aged 74 or less or female aged 77 or less
 - 2-point Male Aged 75 to 78 or female aged 78 to 81
 - 3-points Male aged 79 to 83 or female aged 82 to 86
 - 4-points Male older than 84 or female older than 87
 - 1-point In good health
 - 2-points Minor health problems
 - 3-points Significant health problems
 - 4-points Has a terminal or catastrophic illness
- If the total score exceeds three points please continue to Part Two

PART TWO - THE POLICY

- 1-point Whole life
- 2-point Variable
- 3-points Term or Joint Survivorship
- 4-points Universal or Joint Survivorship with one deceased
- 1-point Cash value exceeds 30% of death benefit
- 2-point Cash value 20-29% of death benefit
- 3-points Cash value 10-19% of death benefit
- 4-points Cash value less than 10% of death benefit
- 1-point Loan value exceeds 30% of death benefit
- 2-point Loan value 20-29% of death benefit
- 3-points Loan value 10-19% of death benefit
- 4-points Loan value less than 10% of death benefit
- 1-point Premiums exceed 4% of death benefit annually
- 2-point Premiums between 3% and 4% of death benefit annually
- 3-points Premiums between 2% and 3% of death benefit annually
- 4-points Premiums less than 2% of the death benefit annually

Total Score: _____

- Less than 10 points: Requires a score of 5 or greater in Part one to qualify
- 10 or 13 points: Is a good candidate - please call to discuss further
- 14 points or greater: Have the client complete the application

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PLEASE COMPLETE YOUR PERSONAL INFORMATION

INSURED NAME _____

MONTH DAY YEAR OF BIRTH _____

S.S. NUMBER _____

HOME ADDRESS _____

CITY STATE ZIP CODE _____

HOME PHONE _____

BUSINESS PHONE _____

* Additional contracts and medical records of the applicant-viator(s) may be needed to complete the appraisal process.

PLEASE COMPLETE YOUR INSURANCE INFORMATION

INSURANCE COMPANY _____

POLICY NUMBER _____

POLICY TYPE: UL VUL WHOLE TERM JOINT _____

POLICY OWNER, IF NOT INSURED _____

STATE OF RESIDENCE _____

MONTH DAY YEAR OF ISSUE PREMIUMS _____

POLICY FACE AMOUNT CASH SURRENDER VALUE _____

WAS THIS POLICY CONVERTED? YES OR NO _____

IF YES, PLEASE ENTER CONVERSION DATE MONTH DAY YEAR _____

PLEASE LIST THE PRIMARY BENEFICIARIES _____

