

# Life Settlement Checklist

## Policy Review Addendum for Insureds Age 70 – 100+

### Is it time to make changes to your life insurance?

What was the reason your life insurance policy was purchased? (check all that apply)

- Beneficiary protection
- Estate tax protection
- Key-person business protection
- Other? (please describe) \_\_\_\_\_

Does the need for coverage still exist?

- Yes
- No

How is your policy performing? (check all that apply)

- Are escalating premiums making your policy too expensive?
- Have low Interest rates affected the ability for premiums to sustain your policy?
- Are your cash values being depleted?
- Is the policy nearing the conversion deadline?

Is increased longevity affecting your plan? (check all that apply)

- Do you need to explore options to update your insurance?
- Do you want to reallocate premium payments to other investments?
- Can you no longer afford the policy?

Do you have a need to create liquidity? (check all that apply)

- Improving your quality of life in retirement
- Long-term care expenses
- Debt retirement
- Charitable donations
- Other (please describe) \_\_\_\_\_

Please review any checked boxes with your financial professional to determine if a life settlement could be a good option for you to explore.

### What is the life settlement option?

Life insurance is an asset that can be sold for fair market value just like other assets you own, such as your house, jewelry, art, etc.. A life settlement is the sale of your existing life insurance policy for an amount greater than the cash surrender value and less than the death benefit. It is a highly regulated marketplace with rules in place that protect policy owners/sellers. On average, policy owners receive 8-12 times more than the cash surrender value when using a licensed life settlement broker/fiduciary.

Ashar Group is a licensed life settlement broker that acts as a fiduciary to protect the best interests of policy owners in the life settlement process by creating a competitive auction to deliver the best value to the seller. Ashar Group is an independent seller's representative and does not sell life insurance, manage assets, or purchase policies.