



# Premium Financing

## Advanced Sales **FACT FINDER**



Date \_\_\_\_\_

### AGENT INFORMATION

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

### CLIENT INFORMATION

CLIENT

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Age/Date of Birth \_\_\_\_\_

Sex  Male  Female Underwriting Class \_\_\_\_\_

State \_\_\_\_\_

Adjusted Gross Income (AGI) \_\_\_\_\_ Federal Income Tax Bracket \_\_\_\_\_

Was a recommendation made to the proposed insured to:

- Use distributions from an IRA or qualified plan to purchase this insurance coverage?  Yes  No
- Hold this insurance coverage in a qualified plan?  Yes  No

### INSURANCE INFORMATION (Not for use with variable products.)

Type of insurance  SUL  UL  WL  Other

Death Benefit \_\_\_\_\_

What is the purpose of this insurance? \_\_\_\_\_

### PREMIUM FINANCING INFORMATION

Interest Options:

- Interest in Advance  Interest in Arrears
- Interest Accrued  Number of Years \_\_\_\_\_

Who will own this policy?

- Trust Owned  Other \_\_\_\_\_

Partial Payment (\$) \_\_\_\_\_



### EXIT STRATEGY

When does the policy owner plan to repay the loan? \_\_\_\_\_

What assets will be used to repay the loan? \_\_\_\_\_

Does the policy owner plan to make premium contributions after the loan repayment? \_\_\_\_\_

Will a side fund be used to help repay the loan?  Yes  No

If "Yes", what pre-tax interest rate should be assumed? \_\_\_\_\_

### GRATS

GRAT Terms (years) \_\_\_\_\_ Income Rate of Return \_\_\_\_\_

Growth Rate of Return \_\_\_\_\_ Discount rate of FMV of contributed assets \_\_\_\_\_

FMV of assets to be contributed \_\_\_\_\_

### LOAN AND OWNERSHIP INFORMATION

Is the client an officer or a director of a publicly traded company (Sarbanes/Oxley)?  Yes  No

How much insurance does the client currently have in place? \_\_\_\_\_

How many potential beneficiaries are there (number of Crummey Beneficiaries)? \_\_\_\_\_

What is the client's estimated net worth? \_\_\_\_\_

How much is real estate (%)? \_\_\_\_\_

How much of the assets are liquid (%)? \_\_\_\_\_

What will be used for collateral? \_\_\_\_\_

How is the policy owner planning to pay the loan interest? \_\_\_\_\_