

Life Settlement – Policy Evaluation Guide

Insured: _____ Face Amount: _____

This guide will assist in determining the qualifying of a life settlement candidate.
Please rate each category and add the points for a total score.
Compare the score with the table at the bottom right to determine probability.

Please be sure the settlement candidate meets the following guidelines:

Age of Insured: 65 or older (unless terminally ill)

Minimum Policy Face Value: \$250,000 (unless terminally ill)

Insurance Company Rating: B+ or better (determined by A.M. Best)

AGE & SEX OF INSURED:

- ___ 1 Point Male age 74 or less/Female age 77 or less
- ___ 2 Points Male age 75-78/Female age 78-81
- ___ 3 Points Male age 79-83/Female age 82-86
- ___ 4 Points Male age 84+/Female age 87+

MEDICAL CONDITION:

- ___ 1 Point Insured is a healthy senior
- ___ 2 Points Insured has one or more minor health issues
- ___ 3 Points Insured's health has changed considerably since policy issued
- ___ 4 Points Insured has a terminal illness

POLICY TYPE:

- ___ 1 Point Whole Life
- ___ 2 Points Term Life
- ___ 3 Points Universal Life or Joint-life (Survivorship)
- ___ 4 Points Joint-life (Survivorship) with one (1) deceased

CURRENT PREMIUMS AS A PERCENTGE OF DEATH BENEFITS:

- ___ 1 Point 4.0% +
- ___ 2 Points 3.0% - 3.9%
- ___ 3 Points 2.0% - 2.9%
- ___ 4 Points 1.0% - 1.9%

OUTSTANDING LOANS AS A PERCENTAGE OF DEATH BENEFIT:

- ___ 1 Point 31% +
- ___ 2 Points 31% - 30%
- ___ 3 Points 11% - 20%
- ___ 4 Points 0% - 10%

_____ TOTAL POINTS

Score

5-10

11-16

17-20

Settlement Probability

Not Likely

Please call our office @ 800-874-0150

Good-Need to complete a Confidential Application