

Does Your Client's Current Life Portfolio Make the Cut?

First American Insurance Underwriters Introduces PAR: Policy Annual Review.

Agents and advisors know the value of building credibility. Whether it's earning designations or being recognized for professional accomplishments, personal integrity is a producer's most valuable asset. It inspires trust and confidence. Perhaps one of the most visible ways for an advisor to build trust is the client Policy Annual Review. With life insurance products constantly changing, the review should be a required activity of every agent.

First American Insurance Underwriters Inc. has created our Policy Annual Review program to assist our agents in producing an in-depth policy review for their clients. The PAR includes...

- Policy Annual Review Software Presentation
- Current Policy/Health Questionnaire
- Carrier Ratings Report
- In Force Policy Information Authorization
- Client Prospecting Letter

The Policy Annual Review benefits both client and producer. If it reveals that your client's current policy is performing properly, the Policy Annual Review is an opportunity to demonstrate your commitment to your client. It's a way of letting your customers know that you are looking out for their best interests. The review process will only enhance your credibility.

A variety of factors influence your client's life insurance needs...

- Marriage
- Birth or adoption of children
- Purchase of a new home
- An inheritance
- New job
- Increased/decreased debt load
- Lower interest rates
- New products
- Changes in health
- Retirement

Is Your Current Life Insurance Performing up to PAR?

The Life Insurance Industry Has Changed Over The Years.

You purchased your permanent life insurance policy to last a lifetime and like all financial vehicles it should be monitored and reviewed to make sure that it is performing according to your goals and objectives.

Our lives are constantly changing, and each change can affect our financial situation and needs. However, during times of change many people fail to evaluate the effect on their life insurance coverage. Annual policy reviews should be part of any life insurance strategy.

Change has a ripple effect that touches many aspects of our lives, especially our finances! A policy review may or may not reveal the need for a change in coverage though. The primary goal is to evaluate your current needs, current coverage level and beneficiary designations.

Permanent life insurance is a complex financial instrument which should periodically be reviewed to gauge actual policy performance against original expectations.

A variety of factors may influence how effective your life insurance is...

- Marriage
- Birth or adoption of children
- Purchase of a new home
- An inheritance
- New job
- Increased/decreased debt load
- Lower interest rates
- New products
- Changes in health
- Retirement

For further information contact us at:

AGENCY NAME & ADDRESS HERE

In Force Policy Authorization

Date _____
Policy # _____
Insured _____
Owner _____
Carrier _____

Dear Policy Service:

I hereby request that you provide any and all information requested by First American Insurance Underwriters, Inc. on the insurance policies referenced above:

Please provide:

- 1. In force illustration as sold
- 2. Current in force illustration if different from as sold
- 3. _____
- 4. _____

Authorization

I authorize First American Insurance Underwriters, Inc. to obtain information on my policies, including, but not limited to, any statements, in force ledgers, policy dates, premiums paid, rate class, beneficiary information, etc. in order to perform a current review of the above listed policies. I further authorize First American Insurance Underwriters, Inc. to be able to speak with any of your representatives regarding my policies.

Signature of Insured

Signature of Policy Owner

Date

Printed Name of Insured

Printed Name of Policy Owner

Date

Date of Birth of Insured

Date of Birth of Policy Owner

SS# of Insured

SS# of Policy Owner (Tax ID# (if trust owned))

Policy Annual Review Fact Finder Form

Name

Age

Marital Status

Number of Children

Recent Lifestyle and Family Changes

Are you recently married, divorced or widowed?

Any changes in income, including salary or inheritance?

Do you need to fund retirement or a college education?

Did you purchase or sell a home?

Have you started or sold a business?

Have any children been added to or left the household?

Are you caring for a special needs child?

Are you the caregiver of a parent or relative?

Life Insurance Policy Information

Do you currently own any life insurance policies?

If yes, how long ago were they purchased?

Have your policies ever been reviewed?

Why was this coverage purchased?

Has your health changed since coverage was purchased?

Were you a smoker and if so, have you recently stopped?

Policy Details

Policy Details	Policy #
Carrier	Date of Issue
Face Amount	Cash Value
Purpose of Insurance	Current Interest Rate
Insured	Relationship to You
Beneficiary	Relationship to You
Policy Type	Outstanding Loan Amount
Annual Premium	Years to Pay

Policy Annual Review Client Sample Prospecting Letter

[Date]

[Client Name]

[Address]

[City, State, Zip]

Dear [Client],

Our lives are constantly changing, and each change can affect our financial situation and needs. However, during times of change many people fail to evaluate the effect on their life insurance coverage. Annual policy reviews should be part of any life insurance strategy.

I'd like to offer you an insurance review to make sure that your current policy or policies are still in line with your overall financial goals and family situation.

Many things can affect your ongoing need for life insurance—an addition to the family, a change in marital status, or business-related changes. However, most of us never take the time to review our policy or policies after we buy them.

What's involved in a policy review? Basically we'll review your current coverage, assess any life changes that have taken place since it was issued, and determine if your insurance still meets your financial goals.

I hope you will take advantage of this opportunity to review your coverage by contacting me at your earliest convenience at [phone number]. I look forward to hearing from you to review the benefits of this program.

Thank you for your continued trust.

Sincerely,

[Agent Name]

First American Insurance Underwriters, Inc. - PAR Comparison
Presented by Valued Producer for Valued Client
DOB: 3/16/52 Gender: Male

	Existing Policy Universal Life	GUL to 100	GUL Lifetime	Current Assumption	Indexed IUL	Whole Life
Carrier	Mass Mutual	Mutual of Omaha	Principal	John Hancock	Aviva	MetLife
Rate Class	Preferred NS	Preferred NS	Preferred NS	Preferred NS	Preferred NS	Preferred NS
Current Interest Rate	4.25%	2.75%	2.35%	5.20%	7.00%	4.50%
Guaranteed Interest Rate	3%	2%	2%	2.50%	2%	N/A
1035/Lump Sum	\$165,000	\$165,000	\$165,000	\$165,000	\$165,000	\$165,000
Annual Premium	\$15,000	\$5,204	\$6,237	\$15,000	\$15,000	\$15,000
Premium Paying Years	20	20	20	20	20	20
Future Outlay	\$300,000	\$104,080	\$124,740	\$300,000	\$300,000	\$300,000
Guaranteed Duration	15	41	61	29	14	60
Assumed Duration	40	41	61	65	61	60
Death Benefit at Age 85	\$1,000,000	\$1,000,000	\$1,000,000	\$1,496,961	\$1,197,406	\$1,177,547
Cash Value Year 10	\$296,055	\$128,406	\$110,467	\$348,297	\$279,168	\$373,113
Cash Value Year 20	\$214,980	\$0	\$0	\$655,167	\$716,148	\$750,501
Cash Value Year 30	\$96,420	\$0	\$0	\$696,723	\$1,336,587	\$1,014,252

* On current projections
For comparison use only. This is not an actual illustration. Please use compliant company software.