

QUICK LIFE POLICY REVIEW

FACT-FINDER

Our new Quick Life Policy Review Tool lets us do a fast thumb-nail review of your client's in-force life insurance policies with just a few inputs. We'll help you quickly analyze whether or not a new policy might be less expensive than their existing coverage.

Here's how to get started:

Ask your clients if you can have copies of their permanent life insurance statements for review. We'll give you an honest appraisal of whether the policy can be improved upon or should be kept.

1. CLIENT INFORMATION

Send us a copy of the policy statement or in-force ledger along with the client information below.

Client Name	Date of Birth	Sex
		Male <input type="checkbox"/> Female <input type="checkbox"/>

What medical underwriting class is expected?

Health Class	Smoker Status
Preferred <input type="checkbox"/> Standard <input type="checkbox"/> Non-Smoker <input type="checkbox"/>	Smoker <input type="checkbox"/> Non-Smoker <input type="checkbox"/>

2. CASE DESIGN

What are the client's primary goals?

- Reducing current premiums.
- Guaranteeing the current death benefit as long as possible.
- Continuing coverage but with no further premiums out of pocket.
- Adding additional benefits like Long Term Care Insurance or Chronic Care.

3. NEXT STEPS

With this information and a policy statement, we can quickly generate results that will provide a snapshot of how their policy compares to a new possible replacement. Possible outcomes:

- If we can't beat the current policy, then no changes are needed and we've performed a useful service that clients can appreciate. **OR**
- We've discovered a potential for improving the current situation and possibly even uncovered a real problem that the client was not aware of. In many cases it's as simple as using the current premium to purchase more coverage or deliver the same amount of coverage with a lower premium. Often we are able to deliver a similar coverage amount and similar premium with **MORE BENEFITS**, especially long-term care or chronic illness riders for little or no extra cost.

A full life insurance review takes more into account than just premium and price. Additional factors should also be considered:

- Is the current amount of coverage suitable for their needs?
- Are additional benefits available today that weren't available before?
- Will the policy perform as initially sold or require a higher premium?
- Are the beneficiaries correct or does it need to be updated?
- Were any children born or adopted, reached age of majority, marriages or divorces or other changes to the family tree?

Have a case you want us to look at? Contact a GBS Brokerage Manager to learn more!



GBS Insurance and Financial Services, Inc.

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