

# Life Insurance Review

## Fact Finder



# MetLife<sup>®</sup>

**Note to Financial Professional:** Please work with your clients to complete this fact finder. Then work with your life insurance design specialists or MetLife Sales Support Desk who will develop a life insurance illustration and an ePresentation on this concept that is customized to your clients' situation.

### Client Information

Name(s): \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Advisor Name: \_\_\_\_\_

Advisor Company: \_\_\_\_\_

Advisor Office Address: \_\_\_\_\_

Advisor E-mail: \_\_\_\_\_

Advisor Phone: \_\_\_\_\_ Advisor Fax: \_\_\_\_\_



### Life Insurance Information

Client's Birthdate: \_\_\_\_\_ Health Status: \_\_\_\_\_ Smoker? (N/Y) \_\_\_\_\_

Spouse's Birthdate: \_\_\_\_\_ Health Status: \_\_\_\_\_ Smoker? (N/Y) \_\_\_\_\_

What type of coverage is required?  survivorship coverage insuring both lives  
 single life coverage insuring client's life  
 single life coverage insuring spouse's life

Type/Name of product? \_\_\_\_\_ If VUL, what hypothetical gross rate \_\_\_\_\_ %  
(Name product, or state type, e.g., universal life, variable life) (Cannot be higher than 12%)

How much Death Benefit is required? \$ \_\_\_\_\_ level \_\_\_\_\_ increasing

Do you want death benefit guarantees? (N/Y) \_\_\_\_\_

How will premiums be paid?      \_\_\_ level premiums for life    \_\_\_ level premiums for \_\_\_ years  
   \_\_\_ level premiums for minimum years possible  
   \_\_\_ other (please describe) \_\_\_\_\_

Avoid Modified Endowment Contract (MEC) status?      \_\_\_ Yes      \_\_\_ No

If this is a Section 1035 exchange—fill in the amount that is being exchanged into the contract \$ \_\_\_\_\_

Do you want to illustrate death benefit guarantees?    \_\_\_ Yes      \_\_\_ No

Other info and comments

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## Information Needed to Present this Concept to Clients

What is the current life insurance need? \$ \_\_\_\_\_

You will have the ability to compare the proposed MetLife policy to the current life insurance in three (3) different years, the current year and two (2) other years that you select. What summary years do you want to show?

Current year, \_\_\_\_\_ and \_\_\_\_\_

What is the reason this life insurance was purchased? (check one)

- Survivor Needs
- Business Continuation
- Estate Planning
- Key Person Protection
- Retirement Income
- Other

Help us determine which pages you want to feature. Do you want to print?

- Yes     No    A performance summary page detailing the proposed MetLife policy.
- Yes     No    A page comparing the MetLife death benefits to the existing policies.
- Yes     No    A page comparing the MetLife cash values to the existing policies.
- Yes     No    A page comparing the MetLife premium costs to the existing policies.
- Yes     No    A page comparing the MetLife death benefit guarantees to the existing policies.
- Yes     No    A section comparing UL based contracts to par life insurance contracts.

If this is Trust Owned Life Insurance (TOLI)? \_\_\_ Yes \_\_\_ No If yes, do you want:

- Yes     No    A page that addresses issues that would concern trustees?

## Information on Your Client's Existing Life Insurance

A separate sheet should be prepared for each existing policy. MetLife's Insurance Review ePresentation can compare up to nine (9) current contracts.

Name of the current company: \_\_\_\_\_

What is the current premium? \$ \_\_\_\_\_ For how many years? \_\_\_\_\_

What is the policy issue date: \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Type of policy (check one):

Universal Life       Variable Universal Life       Term       Group Term

Participating Whole Life       Non-Participating Whole Life       Graded Premium       Other

Is this policy \_\_\_\_\_ Single Life, or \_\_\_\_\_ Joint Life?

Who is the Owner of the Contract? (check one):

Insured       Spouse       Other Family       Irrevocable Trust       Business

If the existing contract is a permanent contract:

Are there any loans on the existing contract?:  No  Yes      If yes – the loan amount: \$ \_\_\_\_\_

Is this policy a MEC?:  Yes  No

What is the current crediting rate that the in-force ledger is based on: \_\_\_\_\_%

If there is a guaranteed crediting rate, enter it here: \_\_\_\_\_%

## Illustrated Values for the Current Life Insurance

*We compare your client's current life insurance policies to a proposed MetLife policy. We always show the current year, plus two additional years. You select the two additional years. Where the policies are permanent contracts, this should be based on an in-force ledger that is obtained from the existing insurance carrier. Be certain to fill this out, even if the policies are term. Where term policies are shown, enter zero in fields where there are no insurance values, or show the anticipated future costs based on the term life insurance illustration.*

Note: If you are comparing more than one policy, be certain to keep the years you are comparing consistent across all policies.

Years to Compare:	Current	Year _____	Year _____
Death Benefit:	\$ _____	\$ _____	\$ _____
Cash Value:	\$ _____	\$ _____	\$ _____
Account Value:	\$ _____	\$ _____	\$ _____
Cumulative Premiums Paid (to date):	\$ _____	\$ _____	\$ _____
Guaranteed Death Benefit:	\$ _____	\$ _____	\$ _____

## Rider Information

	RIDER ONE	RIDER TWO	RIDER THREE
Rider Name:	_____	_____	_____
Type of Rider (check one):	<input type="checkbox"/> Death Benefit Guarantee <input type="checkbox"/> Return of Premium <input type="checkbox"/> Beyond Age 100 <input type="checkbox"/> Child Death Benefit <input type="checkbox"/> Spousal Death Benefit <input type="checkbox"/> Other \$_____ Cost or Included/Free	<input type="checkbox"/> Death Benefit Guarantee <input type="checkbox"/> Return of Premium <input type="checkbox"/> Beyond Age 100 <input type="checkbox"/> Child Death Benefit <input type="checkbox"/> Spousal Death Benefit <input type="checkbox"/> Other \$_____ Cost or Included/Free	<input type="checkbox"/> Death Benefit Guarantee <input type="checkbox"/> Return of Premium <input type="checkbox"/> Beyond Age 100 <input type="checkbox"/> Child Death Benefit <input type="checkbox"/> Spousal Death Benefit <input type="checkbox"/> Other \$_____ Cost or Included/Free

Source of information on this policy – Check all that apply:

From the Policy/Actual Contract  Employer  In-force Ledger  Other

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Life insurance is medically underwritten. Clients should not cancel their current coverage until their new coverage is in force. Surrender charges may be due on an exchange of one contract for another. A change in policy may require a medical examination. Surrenders may be taxable. Clients should consult their own tax advisors regarding tax liability on surrenders.

**Prospectuses for Equity Advantage Variable Universal Life, and for the investment portfolios offered thereunder, are available from MetLife. The policy prospectus contains information about the policies features, risks, charges and expenses. The investment objectives, risks and policies of the investment options, as well as other information about the investment options, are described in their respective prospectuses. Clients should read the prospectuses and consider this information carefully before investing. Product availability and features may vary by state.**

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