

Life Insurance Advisors, Inc.

Life Settlement Preliminary Questionnaire

The Life Settlement Preliminary Questionnaire below will enable Life Insurance Advisors, Inc. to provide an initial objective opinion of the possible feasibility of selling a life insurance policy for more than its cash value, rather than simply surrendering it. Your answers will also help us determine whether it might make economic sense to explore ways to keep the policy, or a portion of it, for the life of the insured, should the client wish to consider this option, rather than selling the policy or surrendering it

We need contact information for you and a few details about the insured and the policy and its purpose. If some of the information is not known, please provide as much of it as is conveniently available.

An asterisk (*) indicates that the information is essential, or at least very important, to our response to the questionnaire.

A. Your Contact Information

1.* Please indicate whether you are (circle any that apply): the insured, policy owner, premium payor, client advisor, other (please specify if other).

2.* If you are a client advisor, please indicate whether you are (circle any that apply): attorney, accountant, trustee of an insurance trust owning the policy, independent financial advisor, insurance agent or broker, other.

3.* Your Name _____
First Middle Initial Last

4.* Preferred address _____
Employer/Firm Name (if applicable)

Number and Street

City State Zip

5.* Preferred Phone # _____

6.* E-mail Address _____
(if any)

(e) variable life (where premiums are invested in mutual funds within policy);

(f) level premium term insurance; (g) term insurance with annually increasing premiums

If guaranteed level premium term insurance, for how many years are the premiums guaranteed?
_____ years

If the policy is term insurance, is it convertible at this point to a form of permanent insurance?

_____ Yes _____ No _____ Not Applicable

(h) other type of policy (please indicate type): _____

4.* Underwriting classification of the insured on existing policy (e.g., preferred, standard, etc.)

5.* Policy death benefit: Specify the policy's original death benefit (\$_____) and the policy's current death benefit (\$ _____). (Note that, while most policies have level death benefits over the life of the policy, some types of policies have increasing death benefits).

6.* Policy premiums: What is or was the most recent annual policy premium? \$_____

What was the initial annual policy premium? \$_____

Is the premium scheduled to increase at some point in the future? Yes ____ No ____

If yes, please explain:

Have the specified policy premiums been paid on a regular basis? Yes ____ No ____

If not, please explain:

7.* Policy cash or account value: Other than for term insurance, which has no cash value, please provide the most recent figure of the cash value in the policy: \$_____

Please also state the most recent figure cash surrender value (which is the cash or account value less any policy surrender charges).

8.* Policy loan: Please specify the amount of any outstanding policy loan and unpaid loan interest: \$_____

D. Purpose of Policy

What was the original purpose of the policy?

Does the policy still serve this purpose? ____ Yes ____ No

If the policy no longer serves its original purpose, please explain the manner in which the original purpose may have changed or may now be obsolete.

Would you consider retaining the policy, or a portion of it, for the life of the insured rather than attempting to sell the policy or surrendering it, if it appears that this course of action would clearly provide the best rate of return? Yes No Maybe

When the questionnaire is completed, either e-mail it to david@lifeinsuranceadvisorsinc.com with the completed questionnaire attached as a Word document, or fax it to 815-377-3631.