



## Life Settlement Qualifier Checklist

This form is intended as a tool to quickly assess whether a life settlement is a viable option for a prospective candidate. Ideal candidates for life settlements are high-net worth seniors age 65 and over and have a life insurance policy with a face value of at least \$250,000.

### PART I: THE CLIENT

- 1-point Male aged 74 or less or female aged 77 or less
- 2-points Male aged 75 to 78 or female aged 78 to 81
- 3-points Male aged 79 to 83 or female aged 82 to 86
- 4-points Male older than 84 or female older than 87

- 1 point In good health
- 2 points Minor health problems
- 3 points Significant health problems
- 4 points Has a terminal or catastrophic illness

If the total score exceeds three points, please proceed to Part II.

### PART II: THE POLICY

- 1-point Whole Life
- 2-points Variable
- 3-points Term or Joint Survivorship
- 4-points Universal or Joint Survivorship with one deceased

- 1 point Cash value exceeds 30% of death benefit
- 2 points Cash value is 20-29% of death benefit
- 3 points Cash value is 10-19% of death benefit
- 4 points Cash value is less than 10% of death benefit

- 1 point Loan value exceeds 30% of death benefit
- 2 points Loan value is 20-29% of death benefit
- 3 points Loan value is 10-19% of death benefit
- 4 points Loan value is less than 10% of death benefit

- 1 point Premiums exceed 4% of death benefit annually
- 2 points Premiums between 3% and 4% of death benefit annually
- 3 points Premiums between 2% and 3% of death benefit annually
- 4 points Premiums less than 2% of the death benefit annually

Total Score: \_\_\_\_\_

- Less than 10: Requires a score of 5 or greater in Part I to qualify
- 10 to 13 Is a good candidate
- 14 or greater Is an excellent candidate