

## Life Settlement Insights Insurance Valuation Worksheet

Advisor Name: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
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**Policy Criteria for Life Insurance Settlements**  
 All policies to be reviewed for sale in the secondary market should meet the following criteria:  
 = Insured Age should be over 70 (male) or 75 (female)  
 = Net Death Benefit (NDB) over \$250,000  
 = Policy must be issued over 2 years ago  
 = Carrier must be rated B+ or higher  
 = Premium should be less than 10% of NDB  
 = Cash surrender value should be less than 30% of NDB

If survivorship policy, use two rows to complete insured information.

	Insured				Ownership Code <sup>2</sup>	Policy Information					Reason Code <sup>4</sup>	
	Gender	Age	Smoker (Y/N)	Health Status <sup>1</sup>		Carrier	Policy Type <sup>3</sup>	Net Death Benefit	Annualized Premium	Cash Value		Surrender Value
1												
2												
3												
4												
5												
6												
7												
8												
9												
10												

Codes for use with this form:

- <sup>1/</sup> Health Status: **1** (above average health); **2** (standard health); **3** (minor impairment); **4** (severe impairment)
- <sup>2/</sup> Ownership: **I** (insured/owner); **T** (trust); **C** (corporate); **O** (other)
- <sup>3/</sup> Policy Type: **UL** (universal life); **WL** (whole life); **T** (term - must be convertible); **VUL** (variable UL) - - for survivorship policies, please add an "S" to the code
- <sup>4/</sup> Reason for client to consider: **A** (arbitrage/1035 alternative); **L** (lapsing policy); **K** (key-man or buy/sell); **E** (estate planning changes); **C** (charitable giving); **U** (underperforming policy)

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