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Client Name

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Life Insurance Professional

# Life Insurance POLICY REVIEW FACT FINDER



*Pacific Life, its affiliates, their distributors and respective representatives do not provide tax, accounting or legal advice. Any taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor or attorney.*

*Pacific Life is a product provider. It is not a fiduciary and therefore does not give advice or make recommendations regarding insurance or investment products.*



**PACIFIC LIFE**

This factfinder is provided to help you and your life insurance producer better understand your goals and objectives. Please return the information to your life insurance producer and not to Pacific Life Insurance Company as we cannot and do not provide financial, legal or tax advice.

## Income Replacement Needs

If you died unexpectedly, how much annual income would your family need (what your family needs, before taxes, to maintain its current standard of living)?

If your spouse died unexpectedly, how much annual income would you need (if your spouse is a homemaker, how much income would you need to replace contributions to the home and general family welfare)?

	Death of Client	Death of Spouse
Percent of Income Needed	%	%
Would you or your spouse as "surviving spouse" work?	<input type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input type="radio"/> No
If yes, what income would be earned?	\$	\$
Is there other income to consider? <input type="radio"/> Yes <input type="radio"/> No If yes, enter the amount.	\$	\$

<i>Existing Capital that Can Be Used to Generate Income</i>	Client	Spouse
Cash/Savings	\$	\$
Marketable Savings	\$	\$
Other	\$	\$

<i>Retirement Assets Available at Death</i>	Client	Spouse
Tax-Deferred Retirement Plan(s) Balance	\$	\$
Non Tax-Deferred Retirement Plan(s) Balance	\$	\$

<i>Non-Cash Assets to Liquidate at Death of Client</i>	<i>Market Value Less Outstanding Loans</i>	<i>Discount Rate</i>
Real Estate #1	\$	\$
Real Estate #2	\$	\$
Real Estate #3	\$	\$
Business Interest	\$	\$
Other	\$	\$

<i>Non-Cash Assets to Liquidate at Death of Spouse</i>	<i>Market Value Less Outstanding Loans</i>	<i>Discount Rate</i>
Real Estate #1	\$	\$
Real Estate #2	\$	\$
Real Estate #3	\$	\$
Business Interest	\$	\$
Other	\$	\$

<i>Net Return After Inflation of Investments Outside of Life Insurance Policy</i>	Death of Client	Death of Spouse
In the event of an unexpected death of you or your spouse, what return on investment would you want to assume could be earned?		
Assumed Investment Return	%	%
Assumed Inflation Rate	%	%

## Personal Information

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Spouse's Name: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Client's Date of Birth: \_\_\_\_\_ Social Security #: \_\_\_\_\_

Spouse's Date of Birth: \_\_\_\_\_ Social Security #: \_\_\_\_\_

Client Occupation: \_\_\_\_\_ Spouse Occupation: \_\_\_\_\_

Client's Tax Bracket: \_\_\_\_\_ Spouse's Tax Bracket: \_\_\_\_\_

Child's Name: \_\_\_\_\_ Sex: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

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Child's Name: \_\_\_\_\_ Sex: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Child's Name: \_\_\_\_\_ Sex: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Do you plan to have additional children?  Yes  No

## Family Needs

How much would your family need if you unexpectedly died?

<i><b>Immediate Cash Needs</b></i>	<i><b>Death of Client</b></i>	<i><b>Death of Spouse</b></i>
Funeral Expenses	\$	\$
Household Expenses	\$	\$
Debt Payments ( <i>credit cards, lines of credit, car loans, etc.</i> ):	\$	\$
Estate Administration Expenses	\$	\$
Home Mortgage Balance ( <i>Enter an amount if you want to pay off the home mortgage in the event you or your spouse died. If you want to continue paying the mortgage, include the amount of the mortgage in the family income needs below.</i> )	\$	\$
Education Expenses	\$	\$
<b>Total Cash Needs:</b>	<b>\$</b>	<b>\$</b>

	Client	Spouse
What is your current income?	\$	\$
Total Combined Family Income	\$	\$

## Estimated College Education Costs

<i><b>College Education Details</b></i>	<i><b>Child #1</b></i>	<i><b>#2</b></i>	<i><b>#3</b></i>	<i><b>#4</b></i>
College Name				
Tuition Type – In State/Out of State/Out of Area				
Room & Board				
College Tuition				
Years Remaining in College				

## Current Life Insurance Information

(Some information may be obtained by reviewing the policies that the client has brought to the meeting.)

Policy Number:						
Face Amount of Policy:						
Type of Policy (Term, Universal Life, Variable Universal Life, Whole Life, etc.):						
Insured:						
Policyowner:						
Beneficiaries:						
Are Beneficiaries Current?						
Premium Amount:						
Policy Loan? Amount?						

**Rider Information:** List the riders included in the policy.


Total Death Benefit Amounts on Client:						
Total Death Benefit Amounts on Spouse:						

What do you want your life insurance policy to do for you?
What was the purpose of the life insurance coverage? <input type="checkbox"/> Personal Coverage <input type="checkbox"/> Key Person <input type="checkbox"/> Business Continuation <input type="checkbox"/> Retirement Income <input type="checkbox"/> Estate Planning <input type="checkbox"/> COLI/BOLI
What do you like the most about your existing life insurance policy?
What do you like least about your existing life insurance policy?

# Life Insurance

## POLICY REVIEW FACT FINDER

Please complete and return the information to your life insurance producer.

### WHAT IS A POLICY REVIEW?

A policy review is an opportunity for you to review your existing life insurance policies in comparison with your current needs and objectives. It involves a comprehensive evaluation of your current life insurance policies and your current life insurance planning needs and health.

There are circumstances in which replacing your existing life insurance or annuity can benefit you. As a general rule, however, replacement is not in your best interest. Your life insurance producer can provide you with detailed information as to how a replacement may affect your plan of insurance. You should make a careful comparison of the costs and benefits, including any applicable surrender charges, of your existing policy and the proposed policy to determine whether replacement is in your best interest.

### WHY IS A POLICY REVIEW IMPORTANT?

Because life changes over time, reassessing your death benefit need and revisiting financial objectives at different life stages may help ensure that your life insurance coverage reflects your current priorities.

## Life Events That May Affect YOUR LIFE INSURANCE NEEDS:

#### Family

- Marriage or divorce
- Home purchase or move
- New children
- Special needs children
- Caretaker of aging parent(s)
- New inheritance
- Beneficiary updates
- New debt/income

#### Business

- Business start up
- Business ownership change

#### Health

- Positive change in health
- Term policies approaching conversion date expiration
- Need for more living benefits

#### Other

- New, potential lower mortality tables
- Changes in tax law
- Policies in trusts not previously reviewed
- Policy performance based on crediting rates
- Policy loans\*\*
- Policy withdrawals\*\*
- Lapse protection (secondary guarantees)

\*\* Any policy withdrawals, loans and loan interest will reduce policy values and may reduce benefits.

Investment and Insurance Products: Not a Deposit	Not Insured by any Federal Government Agency	
Not FDIC Insured	No Bank Guarantee	May Lose Value

*As with all uses of life insurance, the amount of life insurance coverage asked for may be limited by Pacific Life's financial underwriting guidelines. Financial underwriting is an assessment of whether the proposed death benefit is a reasonable replacement for the financial loss caused by the death of the insured.*



**PACIFIC LIFE**

Pacific Life Insurance Company  
(800) 800-7681 • PacificLife.com

Pacific Life Insurance Company is licensed to issue insurance products in all states except New York.  
Product/material availability and features may vary by state.

Insurance products and their guarantees, including optional benefits and any crediting rates, are backed by the financial strength and claims-paying ability of the issuing insurance company. Look to the strength of the life insurance company with regard to such guarantees as these guarantees are not backed by the broker-dealer, insurance agency, or their affiliates from which products are purchased. Neither these entities nor their representatives make any representation or assurance regarding the claims-paying ability of the life insurance company.

The home office for Pacific Life Insurance Company is located in Omaha, Nebraska.