

HOW A LIFE INSURANCE AUDIT WORKS

A life insurance audit is simple, it won't cost you anything, **it takes little of your time**, and there is no obligation to act on the findings. During the audit we will:

- ☑ Review your current life insurance objectives and needs.
- ☑ Update projections of the expected performance of your policy(ies).
- ☑ Show side-by-side comparisons of your policy's projected performance against peer life insurance companies.
- ☑ Identify any problems or areas for improvements.
- ☑ Discuss optimal alternatives after a review of all information.
- ☑ Implement solutions, as appropriate.
- ☑ Ensure ownership and beneficiary information is accurate and up-to-date.

Contact us to schedule your life insurance audit, or we will contact you to schedule an appointment.

HERE TO MEET YOUR FINANCIAL NEEDS

While we have always strived to provide—and will continue to provide—our valued clients with excellent services, we have now positioned our firm to offer objective, independent financial advice in a broader range of areas, including:

Personal and Family Wealth Management Needs

- Investment planning
- Asset allocation strategies
- Comprehensive financial plans
- Retirement plans & income distribution strategies
- Charitable-giving strategies
- Education funding strategies
- Insurance & Estate planning

Business Planning Needs

- Qualified retirement plans
- Business-continuation strategies
- Executive-compensation strategies

YOU HAVE BEEN SELECTED FOR AN AUDIT

*An audit from your
CPA—not the IRS—that
won't cost you anything
and may greatly benefit you
and your family.*

AN AUDIT.

The word inevitably evokes fear in your mind. But here's an audit you don't need to be afraid of—a life insurance audit from your CPA.

As your CPA firm, we believe that we have a professional responsibility to help you make informed decisions about your financial future. We think the first step in fulfilling this obligation is to review your life insurance coverage to ensure you are getting the most from your insurance dollars. If you don't have life insurance, we would like to have an open discussion with you on the value of employing life insurance protection.

WHY NOW?

It is common knowledge that people are living longer today. But we have discovered that most of our clients are unaware that life expectancy projections (known as mortality tables) have recently been updated for the first time since 1980, which has a significant impact on how life insurance policies are priced. Lower mortality costs combined with broader underwriting standards may allow you to upgrade your current life insurance policy with more cost-effective coverage.

While most people may have life insurance, they rarely have their coverage reviewed or updated. As a result, it may be likely that:

- You are paying too much for life insurance.
- You are not getting enough benefit for the premium you pay.
- Your life insurance policy is not properly structured.
- You don't have enough life insurance coverage.
- There are additional benefits that may now be available.

OPTIMIZE YOUR LIFE INSURANCE

We have come to the conclusion that our clients are getting good advice, but not great advice about financial and insurance strategies. Our life insurance audit is a key step in providing great advice so you can optimize your financial situation.

Many people that participate in this audit are able to significantly improve their life insurance portfolio—and help ensure financial security for their loved ones.

And here's another bonus. An updated life insurance policy could include provisions that permit access to the death benefit prior to death to:

- Help pay for nursing home and/or home health care costs.
- Help fund a better-quality end of life if the insured becomes terminally ill.

EXAMPLES: BEFORE AND AFTER

<i>Male, Age 41</i>	BEFORE	AFTER*
Insurance:	\$500,000	\$600,000
Payments:	\$3,084	\$3,084
Guaranteed:	Age 70	Age 100

<i>Male, Age 69</i>	BEFORE	AFTER*
Insurance:	\$1,500,000	\$1,500,000
Payments:	\$30,000	\$26,000
Guaranteed:	Age 74	Age 92

<i>Male, Age 56</i>	BEFORE	AFTER*
Insurance:	\$2,000,000	\$2,500,000
Payments:	\$20,000	\$20,000
Guaranteed:	Age 82	Age 97

<i>Female, Age 77</i>	BEFORE	AFTER*
Insurance:	\$490,290	\$760,000
Payments:	\$0	\$0
Guaranteed:	Age 100	Age 100

*You will notice that each example offers a combination of longer guarantees, less expensive premiums, and/or more life insurance.

Though these scenarios represent actual cases, they are used for illustrative purposes only. Results may vary, depending on qualifications that must be met. You should never cancel existing life insurance coverage without first completing this type of review and receiving an offer of new coverage at a favorable underwriting classification.