

Let's review why we ask the questions we do at the 1st appointment.

1. Years of service?

We need to know this to understand his current retirement percentage of what his spouse would get if something were to happen to him

2. Planned years of service?

We ask this for two reasons. First, to see what his final retirement percentage is going to be... that's the percentage of his salary that he will receive in retirement, and to find out the number of years we will illustrate for him.

3. Does he have any current leave time?

We ask this to see if there are any future rollover opportunities once he retires.

4. Is he on annual leave?

We ask this because annual leave is the method that the state uses to get those leave credits into dollars.

5. The value of his 401K or 457 or deferred compensation plan

We ask this because of future roll over opportunities.

6. The amount of his monthly contribution?

We ask this because we can reallocate some or all of those funds into a new policy. It shows us how much money we can potentially put into an IUL.

7. His current monthly salary and highest monthly salary?

This allows us to give them a ballpark on how much money they will receive during retirement.

(continued)

8. Mortgage Balance, Term and Payment

We want to see how much they still have left on their mortgage and how long until it is paid off

9. Questions about the spouse

We do this to add potential additional sales opportunities even if they are not in the dept. of corrections

10. Do you have any life Insurance?

Here we look for 1035 and other outputs we can redirect into premiums for an IUL and to know how much and what type of coverage they may already have. Also to know how much they are paying in premiums.

Now that we have gathered this information we use it to put a game plan together for the second appointment.

