

Needs Analysis Worksheet

Life Insurance

Financial Professional Information

Name _____ Email _____

Client Information

Covered Lives Single Joint

Proposed Insured

First name _____

Last name _____

DOB _____ Insurable age _____

Sex M F

Second Insured (if applicable)

DOB _____ Insurable age _____

Sex M F

State of issue _____

Product Information

Product type Term Permanent

Will this include a 1035 exchange? Yes No

If yes: Cash surrender value \$ _____ *Basis \$ _____

*Is the old product a Modified Endowment Contract (MEC)? Yes No

Is the old product in its surrender period? Yes No

Primary purpose for life insurance (select one) Protection Distributions Cash value

Solve for Death Benefit Premium Income Long Term Care Benefit Other

Amount \$ _____ or Other (explain) _____

Time horizon (e.g., life expectancy, length of income replacement needed, or expected first withdrawal date)

<5 years 5-10 years 11-15 years 16-20 years 21-30 years >30 years Client did not provide

Potential riders

Death benefit type Fixed Increasing

LTC enhancement desired Yes No

Disability waiver of premium desired Yes No

Other _____

Financial Information (Owner or Trust Grantor)

Annual income \$ _____ Client did not provide

Total assets \$ _____ Client did not provide Liquid _____% Client did not provide

Total debts \$ _____ Client did not provide

	Debt 1	Debt 2
Debt type	_____	_____
Debt outstanding balance	\$ _____	\$ _____
Length years remaining	_____	_____
	Debt 3	Debt 4
Debt type	_____	_____
Debt outstanding balance	\$ _____	\$ _____
Length years remaining	_____	_____

*Annual lifestyle expenses \$ _____ Client did not provide

*Liquid net worth \$ _____ Client did not provide

*Tax bracket	*Risk tolerance	*Financial experience
<input type="checkbox"/> 0–12%	<input type="checkbox"/> Conservative	Mutual funds <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Client did not provide
<input type="checkbox"/> 13–24%	<input type="checkbox"/> Moderately conservative	Annuities <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Client did not provide
<input type="checkbox"/> 25–32%	<input type="checkbox"/> Moderate	Equities <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Client did not provide
<input type="checkbox"/> Over 33%	<input type="checkbox"/> Moderately aggressive	Life insurance <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Client did not provide
<input type="checkbox"/> Client did not provide	<input type="checkbox"/> Aggressive	
	<input type="checkbox"/> Client did not provide	

Underwriting and Ownership

Anticipated underwriting class Preferred nonsmoker Standard nonsmoker Standard smoker Table rated

Additional information on rating _____

Ownership Insured Beneficiary Trust Business Qualified Plan

* In New York: Not required for term insurance; may be required before taking an application for permanent insurance. Recommended in all states.

Reminder Regarding New York Recommendations: Before any recommendation is made to a consumer you should make sure a) the consumer understands the non-guaranteed elements of the policy and is willing to accept them, and b) you have completed all carrier required training.

By utilizing in any way the wholesale services provided by Crump in making a recommendation to a New York consumer, you agree to comply with all of the requirements of New York Regulation 187 applicable to producers, and agree to hold Crump harmless for any potential liability related to your failure to comply with applicable law.



For Financial Professional Use Only. Not intended for use in solicitation of sales to the public. Not intended to recommend the use of any product or strategy for any particular client or class of clients. For use with non registered products only. Crump operates under the license of Crump Life Insurance Services Inc., AR license #100103477. Products and programs offered through Crump are not approved for use in all states. Products are subject to the terms and conditions of the annuity and/or insurance contract issued by the carrier. Crump makes no representation regarding the suitability of this concept or the product(s) for an individual nor is Crump providing tax or legal advice. Clients should always consult their own tax, legal, or other professional advisor.

04.22 CLIS22-9288-A, 0724, II-C.

© 2022 Crump Life Insurance Services Inc.