



Final Expense Questionnaire

The following questions are asked only to make an educated recommendation.

- Who **choose** the amount of Coverage & Type of insurance? You or Agent Why? _____
- What type of **Life Insurance Policy** do you have? Whole Life / Term / UL / Not Sure – Date Purchased? _____
- Has the **premium stayed**? Level / Increased / Decreased / Stopped *Have you taken a loan on the policy? Y / N
- When was the **last time** you did a **Full Review and Update** of your life insurance policies? _____
- Do you understand the **paid-up insurance option** on your current Policy? Yes / No
- Have you ordered your current **cash value, paid-up and loan value** statement for this year? Yes / No
- Have you **ever** called the carrier and confirmed your policy **Will Not Lapse** before you pass away? Yes / No
- What do you think the Cost of a Funeral or Cremation is Today?** \$ _____
What about 5 Years Ago? \$ _____ **What do you think it will be in 5 Years?** \$ _____
- Have you ever **helped** plan a funeral? Who? _____ Did they have enough coverage? Yes / No
- If your policy **did not cover** the full amount, **who** would pay the difference and **how**? _____
- Besides covering the funeral or cremation is your policy **intended** to cover **any other expenses**, if so please explain? _____
- Did you know if your policy is 5 years or older you may qualify for either a reduction of premium or a cost of living increase on your life insurance? Y / N
- What would help you more? **Reducing** your monthly premium and **keep** your coverage amount the same?
Or Keep the same premium and have a **cost of living increase** on your coverage amount? Reduction / Increase.

Now I have a better understanding of your final expense wishes,

Let's discuss some recommendation.

Existing Coverage Paid Up Options

Option A: Reduction of Premium - Same Coverage		
	\$	Current Face Amount - \$
(-)	\$	Current Paid Up Value
(=)	\$	New Coverage Amount Needed
(+)	\$	Combined Amount of Insurance
New Reduced Premium \$ _____		

Option B: Same Premium -Cost of Living Increase		
	\$	Current Face Amount - \$
	\$	Current Paid Up Value
(+)	\$	New Coverage Amount
(=)	\$	New Current Face Amount
New Matching Premium \$ _____		

Agent Name: _____

Phone Number: _____

