



## **Life Insurance Review Forms Kit and Instructions**

**Connell Financial Group, LLC**

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# Instructions

## LifeMax Life Insurance Review

1. Life Insurance Review Questionnaire: All information is needed so that we can discuss the policy with the insurance carrier and make a formal request for policy information
2. Authorization to obtain policy information: Information at top of page should be the name and address of insurance carrier. Center section should be policy #, insured name, and owner name. Signature at bottom of page should be that of the POLICY OWNER.
3. Please send a copy of the policy's most recent billing or annual report.
4. Send all completed paperwork **along with your contact information** to our office in one of 3 ways:
  - a. Mail it to: Connell Financial Group, LLC  
PO Box 310  
Camillus, New York 13031
  - b. Scan it and email it to [Nancy@ConnellBrokerage.com](mailto:Nancy@ConnellBrokerage.com)
  - c. Fax it: if you have a clean copy you can fax it to us, but if the copy you have has already been faxed two or three times, please mail us the original. Fax # 315 484-1250.

**PLEASE NOTE:** Our request for policy information from the carrier is not for replacement purposes, it is for policy review purposes. If the client decides to pursue one of the alternatives that involve replacing their existing policy, **YOU MUST STILL FOLLOW THE REPLACEMENT RULES OF YOUR STATE!**

## LifeMax Insurance Review Telephone Script

Hi \_\_\_\_\_, this is \_\_\_\_\_ from  
\_\_\_\_\_.

I'm just calling to let you know that we're giving each of our customers an opportunity to do a free life insurance review. I know what you're thinking, they just want to sell me "more" life insurance. This is not designed to sell you "more" life insurance, but it will give you an understandable summary of what you do have, and may even save you some money. The reason we're doing this is that with interest rates being so low for so long, and insurance rates changing so much, a lot of people are finding that their policies aren't doing what they expected them to be doing, and many of our clients tell us that they haven't reviewed their policies in years because every time their agent said he was coming out to review their policy, he just tried to sell them more insurance. (Leave this highlighted section out if they are your life insurance client!)

When would be a good time to stop over for us to get your life insurance policy information?

## List 10 Clients/Prospects to call about the Life Insurance Review Program

1. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

2. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

3. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

4. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

5. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

6. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

7. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

8. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

9. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

10. \_\_\_\_\_ Phone # \_\_\_\_\_ Apt. \_\_\_\_\_

# **Life Max Q&A**

## **What is the Life Max program?**

It's a free service that we'll provide you to give you a clear, easy to understand summary of your existing life insurance policies. A lot of policies bought in the past 20 years aren't performing as well as expected with interest rates being so low. It's not designed to sell you more life insurance, but it will help you determine if your policy is doing what it should be.

## **I already have a life insurance agent...**

That's OK, this program isn't designed to change that, but it will give you a clear picture of exactly what you own and how it's performing.

## **Shouldn't I just talk to my own life insurance agent?**

You can, but that's not necessarily going to give you an independent review of what you have. Our process will reassure you that what you have is doing what it should be.

## **I'm all set, or I think I'll pass on it...**

That's perfectly alright, this is only for those people that want to make sure their policy is doing what it's supposed to do, or for those people that want to save money.

## **I don't need any more life insurance...**

That's alright, this is not about buying more life insurance, but it will give you a complete analysis of what you currently own and may even save you some money.

## **What do I have to do, or what does it involve?**

Not much at all, if you would like to schedule a time to stop in, or we can stop out to explain the process and get some information on your current policies.

## Life Insurance Review Questionnaire

Advisor Name \_\_\_\_\_ Insured \_\_\_\_\_

M/F S N/S Date of Birth \_\_\_\_\_ Address \_\_\_\_\_

Insured SS# \_\_\_\_\_

Owner \_\_\_\_\_ Owner Tax ID# \_\_\_\_\_

Beneficiary \_\_\_\_\_

What is the purpose of the insurance?

### Death Benefit

- Spouse/Family Protection
- Debt Protection
- Income Replacement
- Key person
- Estate Taxes
- Buy/Sell Funding
- Final Expenses
- Deferred Compensation

### Cash Accumulation

- Supplement Retirement
- College Funding
- Deferred Compensation
- Split Dollar

Description of purpose/Goal: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

How long will coverage be needed? \_\_\_\_\_

What is the health of insured? Any significant health problems? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Other information/comments \_\_\_\_\_

\_\_\_\_\_

## Authorization to Obtain Policy Information

\_\_\_\_\_  
Date

\_\_\_\_\_  
Carrier  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

To Whom It May Concern:

This letter authorizes Jim Connell Jr., CPA and the staff of Connell Financial Group, LLC, to obtain information from you regarding my life insurance policy, its current status, and any existing values or projected values. Please accept a fax copy of this authorization and my signature as an original.

Policy Number

Policy Owner

Policy Insured

Please mail or fax the following:

1. A current policy illustration detailing all years. If the policy does not run to maturity at current premiums and interest rates, please provide an additional policy illustration that does run to maturity at the required premium level. If policy is variable life, please run illustration with an assumed interest rate of both 6% and 8%.
2. A current policy summary including type of policy, death benefit, cash value, policy cost/tax basis, riders, and current beneficiary.

Please fax to:

Jim Connell Jr., CPA  
Fax (315) 484-1250

Or mail them to:

PO Box 310  
Camillus, NY 13031

If you have any questions please call Jim Connell Jr., CPA at (315) 488-0901 ext. 302.

Sincerely,

X

\_\_\_\_\_  
Policy Owner Signature

### Please note:

This does not constitute a request for financial information for replacement purposes. This is for informational and review purposes only.



