

Presale Review Worksheet

Date/Time _____

Agent Name/Number _____

Client Name _____ Age _____ State _____

Employment Status _____

Product _____

Qualified ☐ Nonqualified ☐

Premium \$ _____ Source _____
(Ex..Premium \$100,000 Source checking)

Income rider ☐ 0-5yrs ☐ 6-10yrs ☐ 10+yrs ☐ Unknown ☐ N/A

Other annuities & length of years remaining in
surrender _____

Does the client have any existing annuities with our
company? _____

How does the proposed product better satisfy the client's
objectives in a way their existing contract does not?

Replacing Company information:

☐ Traditional Fixed Annuity ☐ Fixed Index Annuity ☐ Variable Annuity

Date issued: _____

Initial premium amount: _____

Surrender charge schedule: _____

Fixed account interest rate: _____

Fees/costs & rider/feature descriptions: _____

If variable annuity please also advise if the client has experienced
gains outside of bonus & excluding additional deposits:

Accumulation value: _____

Surrender value: _____

A. Household Financial Information

1. Household Disposable Income:

a. **Monthly Household Income** .00 (i.e. Employment Salary, Pension, Social Security, Investment, Disability)

b. **Monthly Household Expenses** .00 (i.e. Mortgage/Rent, Car, Health/LTC/Auto Insurance, Loan Repayments)

c. **Disposable Monthly Income** .00 (a minus b)

2. Household Net Worth: Assets - Liabilities (Debts).

Premiums for all household pending applications are to be included in the funding source(s) below.

Liquid Assets – Does not include primary residence,
personal possessions, cars, etc.

	Current Dollars Invested	
a. Stocks/Bonds	\$ <input type="text"/> .00	
b. Annuities - Out of Surrender Period	\$ <input type="text"/> .00	
c. Mutual Funds - Excluding B Shares	\$ <input type="text"/> .00	
d. CDs	\$ <input type="text"/> .00	
e. Money Market	\$ <input type="text"/> .00	
f. Checking/Savings	\$ <input type="text"/> .00	
g. Pension/401K - (Over 59½)	\$ <input type="text"/> .00	
h. Net Cash Surrender Value of Life Insurance	\$ <input type="text"/> .00	
	(total of a through h)	
i. Total Liquid Assets	\$ <input type="text"/> .00	

Non-liquid Assets – Does not include primary residence,
personal possessions, cars, etc.

	Current Dollars Invested	
j. Real Estate - (Exclude Primary Home)	\$ <input type="text"/> .00	
k. Annuities - In Surrender Period	\$ <input type="text"/> .00	
l. Pension/401k - (Under 59½)	\$ <input type="text"/> .00	
m. Limited Partnership	\$ <input type="text"/> .00	
	(total of j through m)	
n. Total Non-liquid Assets	\$ <input type="text"/> .00	

Please indicate the asset category where
you have included the pending premium.

o. **Total Household Assets:** \$.00 (total of i plus n)

p. **Household Liabilities (Debts):** \$.00 (Exclude Primary Home Mortgage)

What is the household liability?

q. **Total Household Net Worth:** \$.00 (o minus p)
(Ex..car loan)