

# life insurance policy value quiz



Ashar Group is nationally licensed to represent the policy owner. We do not sell life insurance, manage assets, or purchase policies.

Life insurance is an asset. Before making a recommendation or decision about any asset, it's important to first know its value. Our process uncovers the value of existing life insurance policies so policy owners can determine whether they keep, surrender, or sell the policy.

Complete the quiz to determine if your client's policy may qualify.

AGE AND GENDER	POINTS	SCORE
Male under 65 or Female under 65	0	
Male 65-68 or Female 65-71	5	
Male 69-74 or Female 72-77	10	
Male 75-78 or Female 78-81	15	
Male 79 and over or Female 82 and over	20	
MEDICAL CONDITION		
Healthy Senior	0	
Has minor health problems	15	
Health has changed considerably since policy issue	20	
Has serious health problems	25	
SMOKING STATUS		
Non-smoker	0	
Smoker	10	
POLICY TYPE		
Joint Survivorship or Whole Life	4	
Term Life	6	
Universal Life	8	
Joint Survivorship with one deceased	10	
CURRENT CASH SURRENDER VALUE		
30% + of face amount	4	
20% - 30% of face amount	6	
10% - 20% of face amount	8	
0% - 10% of face amount	10	
OUTSTANDING LOANS		
30% + of face amount	4	
20% - 30% of face amount	6	
10% - 20% of face amount	8	
0% - 10% of face amount	10	
CURRENT PREMIUMS		
5% + of face amount	0	
4% - 5% of face amount	3	
3% - 4% of face amount	7	
2% - 3% of face amount	11	
1% - 2% of face amount	15	
<b>TOTAL POINTS maximum of 100</b>		

## life settlement probability

### TOTAL SCORE

**25 or less** Highly Unlikely

**26 - 37** **Low Probability**  
Please contact us to discuss factors

**38 - 67** **Average**  
Please contact us to obtain the proper state application

**68 - 100** **Highly Likely**  
Please contact us to obtain the proper state application

*This reference guide provides a preliminary evaluation of a settlement and does not guarantee approval or denial. All applicants are recommended to submit a complete application for a more in-depth review.*

## willing seller | willing buyer

Determining the transfer value provides attractive options for your clients:

- 1 All types of policies, including term insurance, can be exchanged for a lump sum
- 2 Retain a portion of coverage and eliminate future premium payments
- 3 Convert a policy to fund Long-Term Care as a qualified Medicaid spend-down

Keep, Surrender, or Sell?  
Ashar Group can help.

800.384.8080 | [www.ashargroup.com](http://www.ashargroup.com)

we help financial professionals and fiduciaries appraise, negotiate, and monetize their clients' life insurance for fair market value.



**LIFE SETTLEMENTS**  
**POLICY VALUATIONS**  
**LONGEVITY SERVICES**