

### Wealth Transfer Data Worksheet - Multi Client Profiling

Financial Institutions: _____	Financial Advisor: _____
Date Worksheet Completed: _____	E-mail: _____
Fax Number: _____	Phone Number: _____

Name	Estimated Personal Income Tax %	Date of Birth and/or age	Nicotine Use Yes/No	Type of Financial Vehicle being transferred	Initial Investment	Current Value	Current Gross Death Benefit	In or Out of CDSC	Asset held at firm?	Qualified or Non-Qualified
<i>Sally Smith (Sample Profiled Client)</i>	20%	12-1-39	N	<i>Tax Def Annuity</i>	\$100,000	\$300,000	\$300,000	In	Yes	Non-Qualified
<i>John Jones (Sample Profiled Client)</i>	25%	6-6-35	N	<i>Mutual Fund IRA</i>	N/A	\$500,000	\$500,000	Out	No	Qualified
1.										
2.										
3.										
4.										

**Conceptual Sales Strategies to consider:**

1. **Annuity Max Legacy:** Annuitize one or more existing annuities to fund a life insurance contract to maximize a legacy for the next generation in a tax efficient manner.
2. **Cash Max Legacy:** Using liquid assets to create a larger legacy through the use of life insurance.
3. **IRA Max Legacy:** Using net after tax IRA proceeds (RMD's quarterly, monthly, annually) to replace and insure the gross, net or some stipulated value of the IRA as a legacy through the use of life insurance.
4. **Combo Max Legacy:** Combination of two or more financial vehicles to fund a greater legacy through the use of life insurance. Federal income tax laws are complex and subject to change. The information in this brochure is based on current interpretations of the law and is not guaranteed. Neither the company nor its agents/representatives gives legal, tax or financial advice.
5. **Long Term Care Planning:** Repositioning one of the above assets into a life/ltc "linked benefits" policy to add tax efficient use of benefits in the event of long term care expenses.

IDA Insurance Planning Consultant	Internal Wholesaler
Name: _____	Email: _____
Phone: _____	Fax #: _____





## What to look for when profiling For Wealth Transfer Candidates

1. Clients who have an established life insurance and/or long term care need.
2. Generally healthy between the ages of 60 and 89
3. Couple or individuals who own one or more of the following financial vehicles that are not needed for income or emergency purposes:
  - a. Tax Deferred Annuities, fixed or variable, out or nearly out of CDSC.
  - b. Individual Retirement Accounts (IRA's)
  - c. Liquid Assets
  - d. Has an investment portfolio in any one investment vehicle or a combination of several vehicles (example \$80,000 in an annuity and \$35,000 in cash.)
4. Note: In some situations at older ages with a combination of impaired risks increased premium may be necessary to find the desired legacy benefit. Your Insurance Designers sales support will help you determine suitability through hypothetical illustrations.
5. Strong desire to eliminate and/or reduce the potential tax liability of these instruments for the benefit of their heirs or if needed for long term care expenses.
6. Primary goal is to maximize the benefit to their heirs in the most tax efficient manner.
7. Very interested in:
  - a. Leaving the proceeds **income tax free** to their children.
  - b. **POTENTIALLY increasing** the income tax free proceeds.
  - c. If needed, **remove the assets** from their taxable estate.
  - d. Repositioning assets for long term care expenses.

**Securities and Insurance Products:**

**Not Insured by FDIC or Any Federal Government Agency. May Lose Value.  
Not a Deposit of or Guaranteed by Any Bank or Bank Affiliate.**

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