

# Private Financing

Advanced Sales **FACT FINDER**



Date \_\_\_\_\_

## AGENT INFORMATION

Name \_\_\_\_\_ Company \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

## CLIENT INFORMATION

CLIENT

First Name \_\_\_\_\_  
Last Name \_\_\_\_\_  
Age/Date of Birth \_\_\_\_\_  
Sex  Male  Female State \_\_\_\_\_  
Adjusted Gross Income (AGI) \_\_\_\_\_  
Federal Income Tax Bracket \_\_\_\_\_  
What is the client's estimated net worth? \_\_\_\_\_

SECONDARY INSURED

First Name \_\_\_\_\_  
Last Name \_\_\_\_\_  
Age/Date of Birth \_\_\_\_\_  
Sex  Male  Female State \_\_\_\_\_

Was a recommendation made to the proposed insured to:

- Use distributions from an IRA or qualified plan to purchase this insurance coverage?  Yes  No
- Hold this insurance coverage in a qualified plan?  Yes  No

## INSURANCE INFORMATION (Not for use with variable products.)

Death Benefit \_\_\_\_\_ Years to pay premium \_\_\_\_\_ Type of insurance  UL  IUL  
 Guaranteed No Lapse  ROP  ROP % Factor  SUL  Other

What is the purpose of this insurance? \_\_\_\_\_

## EXIT STRATEGY

When does the policy owner plan to repay the loan? \_\_\_\_\_

Does the policy owner plan to make premium contributions after the loan repayment? \_\_\_\_\_

What assets will be used to repay the loan? \_\_\_\_\_

Will a side fund be used to help repay the loan?  Yes  No If "Yes," what pre-tax interest rate should be assumed? \_\_\_\_\_

## LOAN AND OWNERSHIP INFORMATION

Lending Source - Who will make the loan to the ILIT?

Donor  Other Trust (i.e., Existing ILIT or CST)  Family Limited Partnership (FLP)

Who will own this policy?  Trust Owned  Other \_\_\_\_\_ Partial Payment (\$) \_\_\_\_\_

Type of Note - Will the interest rate be fixed for a term of years or will the interest change annually?

Term Note (fixed); Number of Years \_\_\_\_\_  Demand Note

Interest Options  Interest in Advance  Interest Accrued  Number of Years \_\_\_\_\_

How much insurance does the client currently have in place? \_\_\_\_\_

How many potential beneficiaries are there (number of Crummey Beneficiaries)? \_\_\_\_\_

Comments \_\_\_\_\_

*Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax).*

