



SUITABILITY

UNDERSTANDING THE CLIENT'S COMPLETE FINANCIAL SITUATION:

IT IS IMPORTANT FOR YOU TO KNOW YOUR CLIENT'S COMPLETE FINANCIAL SITUATION TO HELP THEM DETERMINE THEIR INSURANCE NEEDS AND FINANCIAL OBJECTIVES. LEGACY FULL CIRCLE OFFERS A FACT FINDER THAT YOU MAY USE FOR YOUR BUSINESS. THE FOLLOWING LIST MIGHT HELP YOU IN UNDERSTANDING AND EVALUATING YOUR CLIENT'S FINANCIAL SITUATION.

LEGACY FACT FINDER - FOR A FREE COPY CONTACT US AT INFO@LEGACYFULLCIRCLE.COM

WHAT IS THE AMOUNT AND SOURCE OF MONTHLY INCOME?

REMEMBER, WHILE DOCUMENTING THE NET WORTH BE SURE TO INCLUDE ALL ASSETS AND INCOME CORRESPONDING TO THE HOUSEHOLD, NOT JUST LIMITED TO YOUR INDIVIDUAL CLIENT.

WHAT ARE THEIR MONTHLY AND ANNUAL EXPENSES? MONTHLY EXPENSES COMMONLY INCLUDE ITEMS SUCH AS MORTGAGE PAYMENT, UTILITIES, INSURANCE, FOOD, TRANSPORTATION, DEBT REPAYMENT, SAVINGS, CLOTHING, ENTERTAINMENT, ETC.

WHAT IS THEIR MONTHLY SPENDABLE INCOME AFTER TAX AND MONTHLY EXPENSES?

ARE THEIR GOALS AND OBJECTIVES BEING MET WITH THEIR CURRENT FINANCIAL PORTFOLIO?

WHERE DO THEY WANT TO BE FINANCIALLY IN 5 YEARS? 10 YEARS? 15 YEARS?

WHEN WILL THEY NEED/WANT TO ACCESS THEIR MONEY OR BENEFITS FROM FINANCIAL PRODUCTS?

WHAT ARE YOUR CLIENT'S TENTATIVE PLANS/TIMELINE FOR RETIREMENT?

WHAT LIQUID ASSETS DO THEY HAVE TO ADDRESS ANTICIPATED NEEDS OR UNEXPECTED EMERGENCIES SHOULD ANY ARISE AFTER ISSUANCE OF THE PROPOSED ANNUITY?

DO THEY ANTICIPATE ANY CHANGES IN SPENDABLE INCOME?

WHAT ARE THEIR LIFESTYLE GOALS?

IS THERE A NEED TO ADDRESS LIFESTYLE CHANGES SUCH AS LONG-TERM CARE?