

Trustmark

INSURANCE COMPANY

Life Replacement Worksheet

Replacing an existing life insurance policy with a new one is generally not in a policyowner's best interest — new sales loads and other expenses, new suicide and contestability periods, and changes in age or health are some of the most obvious reasons. **The need for additional coverage is not, by itself, a justification for replacement.**

This form is designed to help you evaluate some of the things your prospect should be aware of when considering replacing a life policy. **It does not take the place of state required forms and is not for direct use with clients.** Please answer the following questions so that you can provide your client with appropriate recommendations. If a new Trustmark life policy is applied for, submit this form with the new application and all other required forms.

1. What does your client want to accomplish that the existing policy doesn't satisfy?

2. List the advantages of the new coverage:

3. List the disadvantages of replacement:

4. What features, if any, of the existing policy would be lost if it is replaced?

5. What is the guaranteed minimum interest rate of the:

existing policy _____ proposed new policy _____

6. How soon will the new policy have the same amount of cash value that has currently accumulated in the existing policy?

Applicant's name: _____ Policy No.: _____

Agent: _____ Date: _____