



**R. J. Kelly**  
Founder & Chief Visionary Officer  
4540 Kearny Villa Road, Suite 114  
San Diego, CA 92123  
Email: [rj@wealthlegacygroup.com](mailto:rj@wealthlegacygroup.com)  
Office: (858) 569-0633  
Toll Free: (800) 975-5355  
Fax: (858) 333-4942  
License: CA #0697059  
[www.wealthlegacygroup.com](http://www.wealthlegacygroup.com)

# Universal Life Insurance Checklist

Name: \_\_\_\_\_

## *About the contract:*

- Do you know who owns the contract... you, your spouse, your business, your trust?
- Do you know the purpose of the insurance - income protection, estate planning, buy/sell, keyman?
- Do you know who the beneficiary is on the contract? Is he/she still the best choice?
- Do you have contingent beneficiaries? If not, should you? If so, are they still the best choice?
- Is your cash value in the contract increasing or decreasing?
- Is the contract generating enough income to cover the cost of insurance?
- Is the cost of the insurance increasing?
- Is the interest rate associated with the contract still competitive?
- Have you requested and reviewed an inforce illustration on the contract within the last year?

## *About your situation:*

- Has your income increased since the contract was written or reviewed? (The general rule of thumb is that you should carry enough insurance to cover 5-7 years of your annual income.)
- Have you had significant changes in our family status... marriage, divorce, dependents?
- Did you buy a new home, upgrade your existing home, and/or make a significant change to your mortgage?
- Did you buy a business, take on a new business partner, or take on any additional financial obligations?
- Did you incur or do you plan to incur substantial debt?
- Have you moved or changed any of your contact information?
- Have you changed employment and/or your group insurance coverage?
- Have you had any significant changes to your health?
- Would your family have enough income to maintain their lifestyle if something were to happen to you?

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