



Life Insurance Foundation Questions

- We've found that many people have questions about their life insurance planning. How do you feel about the planning you have done so far?
- Do you feel you and your family are financially prepared if you died or became disabled?
- What impact would your death have on your loved one's ability to maintain their way of life?
- Is it reasonable to assume that you would want your family to achieve their goals whether you are here or not?
- Do you know specifically what would happen to your family if you didn't wake up this morning?
- What do you want your life insurance program to do for you and your family?
- When was the last time you reviewed your life insurance program?
- Who do you currently have your life insurance with?
- What kind of insurance do you currently have?
- How much personal life insurance do you currently own?
- If so, when and why did you buy life insurance?
- How did you arrive at that amount?
- What is your family's plan for your life insurance proceeds?
- Who are the beneficiaries on your current life insurance policies?

- What has changed in your life since the last time you bought life insurance?
- If you knew you were going to die next week, how much life insurance would you buy today
- How long do you want your life insurance program to last?
- When do you feel is the best time to own life insurance?
- What kind of life insurance do you think you will need?

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