

Comprehensive Analytics, Inc.

The beauty discovered within a universe are not the mere pieces, but how those pieces are placed together

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Activity Sequence for **LIFE** ⇔ **180°** Analysis or Design Project

Phase I >

1. Case (Client Profile) submission form & Personal Health Questionnaire ()
2. Conference Call with Case Analysis Manager for in-depth discussion on case & quote on fee ()
3. Execution of Consulting Agreement and payment of fee ()
***Fees may be paid by firm or by client.*
4. Providing items as requested on Inventory Check List (page 3) ()
5. Execution of Letter(s) of Authority (if needed) so that in-force illustrations and other pertinent policy data (such as premium history, current Non-MEC financials, etc.) can be requested ()
6. Coordinate communication with other counsel (CPA's & Attorneys) as necessary ()
7. Initial draft – to advisory firm. ()
8. Conference call with advisory firm. ()
9. Finalized draft. ()
10. Client Presentation (Case Analyst available for conference call if requested). ()
11. Result of client presentation submitted to Case Analyst. ()

Phase I > Completion of Project ()

If recommendations require implementation and the client wishes to engage us for the process:

Phase II >

- A. Implementation and facilitation fee agreement creation ()
***Fee offset if commission policy is selected*
- B. Execution of Implementation and Facilitation Agreement and payment of fee ()
- C. Overseeing changes to existing policies to bring into alignment with objectives ()
- D. Taking application and required documents if new or replacement is necessary ()
- E. Overseeing underwriting process ()
- F. Coordinate/oversee documentation development if needed (Corporate or trust documentation, etc.) ()
- G. New policy review ()
- H. Delivery of policy ()
- I. Creation & delivery to client & advisor > New Policy Spec & Reference form ()
- J. Outline of systematic reviews ()

Phase II > Completion of project ()

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LIFE ↔ 180° and “Fiduciary Ethics”

LIFE ↔ 180° > Process

- 1.1: Clearly define goals & objectives of client; integrate financial and non-financial issues.
- 1.2: Identify assets & time lines of expectation.
- 1.3: Define ownership of responsibilities to the process.
- 1.4: Define procedural steps for completion.
- 1.5: Establish fees on a case-appropriate basis.

- 2.1: Identify exposure to risk.
- 2.2: Identify level of risk.
- 2.3: Identify assets that may reduce or eliminate risk.

- 3.1: Determine strategy that provides best resolve to each area of risk.
- 3.2: Determine policy style that best suites the specific risk.
- 3.3: Integrate the appropriate analytical tools to confirm pricing and assumptions.
- 3.4: Design the funding strategy (premium design) that provides:
 - a) Maximum Cost efficiencies.
 - b) Maximum Capital Efficiencies.
 - c) Maximum Flexibility.
 - d) Maximum Control.
- 3.5: Confirm financial stability of funding vehicle (policy) provider.
- 3.6: Explore all opportunities for use of a no-load funding vehicle (policy) provider.
- 3.7: Explore all opportunities to reduce loads & commissions of a load funding vehicle (policy) provider.
- 3.8: Maintain unbiased examination without external influence (production quotas, proprietary products, incentives, etc.)

- 4.1: Define and disclose supporting basis for recommendations.
- 4.2: Detail the implementation/facilitation process.
- 4.3: Define level and frequency of monitoring plan.
- 4.4: Detail ownership of responsibilities.

- 5.1: Deliver summary comments upon delivery of funding vehicle (policy).
- 5.2: Deliver reference guide to support objective, design, and monitoring activity.
- 5.3: Establish calendar and issue guidelines for monitoring plan.
- 5.4: Present annual update on plan conformity to objective.

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Analysis of Existing Portfolios

- 1) Review policies in context of insurance planning and appropriate risk management.
- 2) Analyze policies for cost efficiencies.
- 3) Analyze policies for capital efficiencies.
- 4) Review policy styles in relationship to specific objective.
- 5) Review insurance portfolio in relation to impact on stated objectives.
- 6) Review policies for restructure premium financing / ownership and beneficiary designations.
- 7) Recommend issues that must be addressed.
- 8) Recommend policy adjustments, changes and/or alternative options.

Phase I > Inventory Check List

1. Original proposal/illustrations if available. ()
2. Last policy anniversary statements – all policies. ()
3. Any recent in-force illustrations. Do not order those that are not available. ()
4. Most recent quarterly policy statement – VUL policies. ()
5. Copies of policies or specified pages. ()

Term Insurance:

Policy specs page (insured, amount of coverage, date of issue, etc.).
Page stating annual premiums – current and at renewal.
Page that addresses Conversion Options.
Application (should be part of policy).

Traditional Whole Life Insurance:

Policy specs page (insured, amount of coverage, date of issue, etc.).
Page stating cash values.
Application (should be part of policy).

Traditional Participating Whole Life Insurance:

Policy specs page (insured, amount of coverage, date of issue, etc.).
Page stating cash values.
Application (should be part of policy).

Universal & Indexed Life Insurance:

Policy specs page (insured, amount of coverage, date of issue, etc.).
Page stating policy expenses.
Pages stating method of indexing and all working parts.
Page stating maturity date and any extension.
Application (should be part of policy).

Variable Universal Life Insurance:

Policy specs page (insured, amount of coverage, date of issue, etc.).
Page stating policy expenses.
Page stating maturity date and any extension.
Application (should be part of policy).

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