**POLICY FEATURES & CONSEQUENCES TO   
DISCUSS WITH APPLICANT/INSURED – CHECKLIST**

(NEW YORK INSURANCE REGULATION 187)

Name(s): **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Item** | **Discussed With Applicant/Insured?** | |
| **Yes** | **No** |
| Surrender period & charge |  |  |
| Secondary guarantee period |  |  |
| Equity-index features |  |  |
| Availability of cash value |  |  |
| Tax implications |  |  |
| Death benefit |  |  |
| Mortality & expense fees |  |  |
| Cost of insurance charges |  |  |
| Investment advisory fees |  |  |
| Policy exclusions or restrictions |  |  |
| Riders – features & charges |  |  |
| Limits on interest returns |  |  |
| Guaranteed interest rates |  |  |
| Insurance & investment components |  |  |
| Market risk |  |  |
| Differences in features between fee-based & commission-based policy versions |  |  |
| How producer is compensated |  |  |

**Applicant/Insured Acknowledgement:**

I acknowledge and confirm that this checklist is an accurate representation of the information discussed with me with regard to the life insurance or annuity product(s) I am considering.

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| Signature | Date |