

LIFE INSURANCE

# Life Insurance Selector<sup>SM</sup>

Questionnaire



**MetLife**



clarifying  
life's choices

NAME: \_\_\_\_\_

DATE: \_\_\_\_\_

# I. How Much?

**Instructions for MetLife's Life Insurance Income Simplifier:**  
 Determine your monthly income, the amount you wish to protect and how many years you wish to protect it. For protected monthly income levels and a duration of years protected other than what's shown, ask your financial professional for a customized report.


**STEP 1** – What is your monthly income?

**STEP 2** – How much of this income do you want to provide for your family in the event something happens to you?

**STEP 3** – How long would your family need this income in the event something happens to you?

**STEP 4** – Use the MetLife Insurance Income Simplifier chart on the next page to determine how much life insurance you would want to provide to your family in the event something happens to you.

**STEP 5** – Determine the amount of additional life insurance you may need today.

	<b>LIFE INSURANCE NEEDED</b>		
	minus		
	<b>CURRENT LIFE INSURANCE COVERAGE</b>	–	
	equals	=	
	<b>ADDITIONAL LIFE INSURANCE NEEDED TODAY</b>		



If an alternate method to calculate the amount of life insurance needed is used, please skip the five-step process and enter the amount of life insurance in this box.

## MetLife's Life Insurance Income Simplifier

The amount of life insurance needed is based on how much of your monthly income you wish to provide to your family and for how long you want to provide it, if you aren't there to earn it.

Amount of Protected Monthly Income	Years Protected						
	10	15	20	25	30	35	40
<b>\$2,000</b>	\$197,540	\$270,384	\$330,044	\$378,905	\$418,922	\$451,697	\$478,539
<b>\$3,000</b>	\$296,311	\$405,576	\$495,066	\$568,357	\$628,384	\$677,545	\$717,809
<b>\$4,000</b>	\$395,081	\$540,769	\$660,087	\$757,810	\$837,845	\$903,394	\$957,079
<b>\$5,000</b>	\$493,851	\$675,961	\$825,109	\$947,262	\$1,047,306	\$1,129,242	\$1,196,348
<b>\$6,000</b>	\$592,621	\$811,153	\$990,131	\$1,136,715	\$1,256,767	\$1,355,091	\$1,435,618
<b>\$7,000</b>	\$691,391	\$946,345	\$1,155,153	\$1,326,167	\$1,466,229	\$1,580,939	\$1,674,888
<b>\$8,000</b>	\$790,161	\$1,081,537	\$1,320,175	\$1,515,620	\$1,675,690	\$1,806,788	\$1,914,157
<b>\$9,000</b>	\$888,932	\$1,216,729	\$1,485,197	\$1,705,072	\$1,885,151	\$2,032,636	\$2,153,427
<b>\$10,000</b>	\$987,702	\$1,351,921	\$1,650,219	\$1,894,525	\$2,094,612	\$2,258,485	\$2,392,697
<b>\$15,000</b>	\$1,481,553	\$2,027,882	\$2,475,328	\$2,841,787	\$3,141,919	\$3,387,727	\$3,589,045
<b>\$20,000</b>	\$1,975,403	\$2,703,843	\$3,300,437	\$3,789,050	\$4,189,225	\$4,516,969	\$4,785,393
<b>\$25,000</b>	\$2,469,254	\$3,379,804	\$4,125,546	\$4,736,312	\$5,236,531	\$5,646,212	\$5,981,742
<b>\$30,000</b>	\$2,963,105	\$4,055,764	\$4,950,656	\$5,683,574	\$6,283,837	\$6,775,454	\$7,178,090
<b>\$35,000</b>	\$3,456,956	\$4,731,725	\$5,775,765	\$6,630,837	\$7,331,143	\$7,904,697	\$8,374,438
<b>\$40,000</b>	\$3,950,807	\$5,407,686	\$6,600,874	\$7,578,099	\$8,378,450	\$9,033,939	\$9,570,787
<b>\$45,000</b>	\$4,444,658	\$6,083,647	\$7,425,984	\$8,525,362	\$9,425,756	\$10,163,181	\$10,767,135
<b>\$50,000</b>	\$4,938,509	\$6,759,607	\$8,251,093	\$9,472,624	\$10,473,062	\$11,292,424	\$11,963,484

Values in this table represent the present value of a future income stream and are based on a hypothetical rate of return of 4%. If the rate of return were higher or lower, a different value would result.

This MetLife Insurance Income Simplifier represents the amount of life insurance needed to replace your income or a percentage of income for a period of time. While the chart makes several assumptions, a custom report can be created for your specific situation.

## II. Insurance Portfolio Allocation

### Begin the Insurance Portfolio Allocation

Some people feel they need life insurance for a certain period of time — just long enough to meet their responsibilities for those who depend on them. This is typically done with *term insurance*.

Others, however, recognize that owning some form of life insurance for their entire lives can provide them with added protection and flexibility as they prepare for life's possibilities. This is typically done with *permanent insurance*.

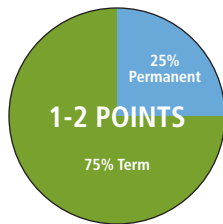
Many people find their objectives are best met with a combination of term and permanent insurance.

CIRCLE YOUR PREFERENCE		
1. The idea of leaving an inheritance is important to me — either for my family or a charitable organization. I would want to do this in an efficient manner.	Agree	Disagree
2. In the future, my adult children and/or parents may rely on me for financial support. I want to make sure my life insurance policy is there if they need it.	Agree	Disagree
3. I would prefer the least expensive type of life insurance, even though my benefits may expire at some point in the future.	Agree	Disagree
4. I only want life insurance for a limited period of time (e.g., until my mortgage is paid, children finish college, or other financial obligations are met).	Agree	Disagree
5. If I die prior to my spouse during retirement, I want to ensure he or she receives a life insurance death benefit.	Agree	Disagree
6. If I were to die during my working years, I would want my family to receive a life insurance death benefit that would replace my income.	Agree	Disagree
7. Regardless of how long I may live, it's important for me to have my life insurance in place when I die.	Agree	Disagree
8. I don't want to commit to permanent insurance today, however I'd like to have the right to convert term coverage into permanent coverage in the future should my situation change without having to undergo additional medical screening.	Agree	Disagree

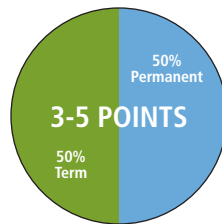
	Question	Agree	Disagree	Score
<b>INSTRUCTIONS:</b> Circle your answers from Section II in the table to the right. Add the scores to determine the type of policy or policies that should be considered based on your situation.	1.	1	0	
	2.	1	0	
	3.	0	1	
	4.	0	1	
	5.	1	0	
	6.	0	1	
	7.	1	0	
	8.	0	1	
<b>INSURANCE PORTFOLIO ALLOCATION SCORE</b>				



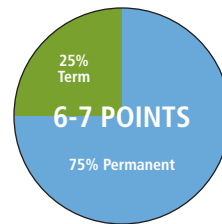
**100% Term**



**75% Term  
25% Permanent**



**50% Term  
50% Permanent**



**25% Term  
75% Permanent**



**100% Permanent**

<p>Clearly you're concerned about protecting those who depend on you; however, today you feel you only want coverage for a limited period of time. Based on your answers, a term life insurance policy with the option of future conversion should be considered. The next section will help you understand which permanent policy you may want to consider converting to in the future.</p>	<p>You recognize the importance of owning life insurance throughout your entire life; however, you also acknowledge that your biggest concern is protecting those who depend on you during your working years. Life insurance products with mostly term insurance and a small amount of permanent insurance should be considered based on your answers.</p>	<p>Your answers show that you appreciate both the benefits of permanent and term insurance. Life insurance products consisting of equal amounts of term and permanent protection should be considered based on your answers.</p>	<p>Protecting those who depend on you for your entire lifetime — regardless of how long you may live — is most important to you. Your preferences indicate that life insurance products consisting mostly of permanent insurance should be considered based on your answers.</p>	<p>You want lifetime protection, to leave a legacy and to protect your spouse's retirement income. A permanent life insurance policy should be considered based on your answers.</p>
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**AVAILABLE TERM PRODUCTS:** MetLife and its affiliates offer term policies with guaranteed level premiums for a specific period of time. After the level premium period, the premiums increase significantly each year. During the level period you may be able to convert your term policy to a permanent policy with no additional medical questions.

Term Policy Type	Description
<b>10 and 15 Year Term</b>	The more affordable choices, generally most appropriate for short-term needs or when the owner expects to convert to a permanent policy in the future.
<b>20 Year Term</b>	The most popular choice. Provides coverage for longer term needs and the flexibility to convert over a longer period of time than 10 or 15 year term.
<b>30 Year Term<sup>1</sup></b>	Costs more than 10, 15 or 20 year term insurance and provides the longest term coverage duration.

<sup>1</sup> Not available in New York

# III. Permanent Insurance Allocation

## Begin the Permanent Insurance Allocation

Many people find that owning some term insurance is an effective way to protect their families and others who depend on them, particularly for the short term.

Many of these same people, however, also want the added protection and flexibility of permanent insurance but are unsure as to which type is right for their situation.

The most appropriate type of permanent insurance for you is based on your preferences and attitudes toward a range of factors such as risk preference, flexibility, guarantees and your retirement and legacy objectives.

### CIRCLE YOUR PREFERENCE

1. I prefer the guarantee of knowing exactly what my insurance policy premium and death benefit will be, even though I may not be able to change it in the future.	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree
2. I would like to have the flexibility to increase or decrease my premium payment, even though doing so may have an impact on my policy's performance and guarantees (if applicable).	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree
3. I would like my life insurance policy cash value to grow and eventually be worth more than the cumulative premiums that I've paid, even though it may require a higher initial premium outlay.	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree
4. It's important for me to find additional ways to set money aside on a tax-deferred basis to help meet my long term retirement goals if necessary.	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree
5. I prefer the type of policy that has cash value. I would like to know that my policy cash value is guaranteed regardless of future performance of interest rates and stock markets.	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree
6. I prefer the type of policy that has cash value. I am willing to accept some risk for more potential policy cash value growth; I understand, however, that a declining market may require additional premium in the future to keep my policy in place and that any investment into a variable insurance policy is subject to market risk including loss of principal.	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree

	Question	Strongly Agree	Agree	Unsure	Disagree	Strongly Disagree	Score
<b>INSTRUCTIONS:</b> Circle your answers from Section III in the table to the right. Add the scores to determine the type of permanent policy that should be considered for the permanent portion of your insurance portfolio.	1.	12	11	10	13	14	
	2.	15	14	10	12	12	
	3.	12	11	7	5	0	
	4.	12	11	9	7	0	
	5.	12	11	10	9	8	
	6.	20	13	11	10	9	
	<b>PERMANENT PORTFOLIO ALLOCATION SCORE</b>						

<b>BELOW 59 POINTS:</b>	Your answers show that you favor guaranteed death benefit protection over the potential for cash value growth. You should discuss with your financial professional whether universal life insurance with secondary guarantees should be considered based on your situation.
<b>59 – 62 POINTS:</b>	Your answers show that you generally prefer guaranteed death benefit protection, yet you may want to consider a policy that has some element of cash value growth. Working with your financial professional, you should consider universal life or whole life insurance to determine what policy best fits your situation.
<b>63 – 67 POINTS:</b>	Your answers show that you prefer a policy that has both guaranteed death benefit protection as well as a guaranteed form of cash value growth. You should discuss with your financial professional how whole life insurance should be considered based on your situation.
<b>68 – 72 POINTS:</b>	You said you would prefer a policy with the potential for cash value growth, yet you also may be unsure about taking risk with your policy values. Working with your financial professional, you should consider whole life insurance. In addition, you can also discuss the potential risks, benefits and investment options available with variable universal life to determine what policy best fits your situation.
<b>OVER 72 POINTS:</b>	You clearly prefer a policy that has cash value with the potential for growth associated with the stock market. Working with your financial professional, you should discuss the potential risks, benefits and investment portfolios available with variable universal life insurance.

#### AVAILABLE METLIFE LIFE POLICIES BASED ON YOUR ANSWERS ABOVE

Permanent Policy Type	Description
<b>Universal Life<sup>2</sup></b>	Universal life can provide clients with an array of options. Some products are designed to offer a secondary death benefit guarantee while others focus on cash value accumulation.
<b>Whole Life</b>	Whole life insurance has guaranteed level premiums, guaranteed cash value and guaranteed death benefits. Whole life is also eligible to receive annual dividends. Dividends are not guaranteed; however, if paid they may increase the cash value and death benefits over time.
<b>Variable Universal Life<sup>3</sup></b>	Variable universal life features an equity component which permits the allocation of premiums among professionally managed funding options. The performance of these funding options may affect the cash value and death benefit amounts. Investments in variable universal life are subject to market risk including loss of principal.

<sup>2</sup> The Coverage Continuation Benefit (CCB) guarantees that the policy will remain in force, as long as the required premiums are paid, until the end of the elected guarantee period, but no later than age 90 for MetLife Secure Flex Universal Life<sup>SM</sup> and no later than age 95 for MetLife Provider Universal Life<sup>SM</sup>. The CCB termination date varies by issue age. Policy changes, withdrawals, or loans not accounted for at the time the CCB premium was determined may affect the CCB guarantee's duration or cause the policy to lapse. If the CCB terminates, the policy will stay in force as long as either its cash value is sufficient to pay for the policy's monthly charges or a premium payment sufficient to pay those charges is made within the policy's grace period. The CCB does not guarantee the policy's cash value. If only the premium to maintain the CCB guarantee is paid, the policy cash value could become a negative amount. In that situation, the monthly deductions for policy charges will be accumulated without interest. This amount must be repaid before any cash value can be accumulated.

At the policy anniversary on which the insured reaches the maximum CCB guarantee age, the CCB will terminate (assuming that it was still active). At that time, the annually increasing premium required to keep the policy in force will be based on the MetLife Ultimate Charge Guarantee<sup>SM</sup> and current interest crediting rate. The MetLife Ultimate Charge Guarantee relates only to MetLife Secure Flex Universal Life. The policy will remain in force if either there is sufficient net cash surrender value to pay the policy charges on each monthly due date or sufficient premiums are paid. Otherwise, the policy will lapse. The CCB termination date varies by issue age.

<sup>3</sup> Equity Advantage VUL offers death benefit guarantees through Guaranteed Minimum Death Benefit (GMDB) options. These options guarantee the policy will not lapse, regardless of investment performance, for a period of 5 years, 20 years or to age 65. For an additional fee, the death benefit can be guaranteed to age 85 or for life.

This questionnaire is designed to provide general guidance only. Clients should consult with their own financial professional in order to make a final determination regarding what type and amount of life insurance to purchase.

Any discussion of taxes is for general informational purposes only, does not purport to be complete or cover every situation, and should not be construed as legal, tax or accounting advice. Clients should confer with their qualified legal, tax and accounting advisors as appropriate.

Like most insurance policies, MetLife's policies contain charges, limitations, exclusions, termination provisions and terms for keeping them in force. Contact your financial representative for costs and complete details.

Life insurance products are issued by MetLife Insurance Company USA, in all jurisdictions except New York, where life insurance products are issued by Metropolitan Life Insurance Company. All guarantees are subject to the claims-paying ability and financial strength of the issuing insurance company. Variable products are distributed by MetLife Investors Distribution Company (member FINRA). All are MetLife companies.

**Life Insurance Products:**

- Not A Deposit • Not FDIC-Insured • Not Insured By Any Federal Government Agency
- Not Guaranteed By Any Bank Or Credit Union • May Go Down in Value

# MetLife

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