



Beneficiary Designated Account

Mr. /Mrs. Client I understand how you feel. Let me ask you something, though, when you set up your IRA did you designate a beneficiary? (Client confirms) that's because these are beneficiary designated accounts. That means if you should die prior to retiring or prior to exhausting these funds; the values would revert to death benefits to your beneficiaries. So in establishing the correct amount of coverage needed, we need to first find out what your beneficiaries would currently receive should you pass away , So let me ask you Mr. Client, should you pass away today, how much in death benefits would your family receive from your IRA?

Continue to preface the rest of the questions on the asset inventory, with "Mr. /Mrs. Client, how much would your family receive in benefits from your 403b, 401K, CD, Savings account, etc."