

Financial Need Assessment Form



	Choose any 3 priorities (1 to 3) 1 being the topmost priority	Estimated target value of investment/insurance	Time horizon to achieve the goal/period of life cover
 Secure your child's education / marriage			
 Regular income after retirement			
 Savings for defined goal (Car, holiday etc.)			
 Managing and Growing Wealth (Purchasing Asset, Estate Planning etc.)			
 Life cover			
 Life cover against loan/liability			

	Recommended Product(s):	IndiaFirst Life Long Guaranteed Income Plan,
	Recommended Fund Options (in case of ULIP only):	
	Product proposed to meet identified need:	

Advisor's Certification

I hereby certify that the above product(s) and fund(s) recommended by me are suitable for the Prospect/Proposer, based on the information submitted by him/her, as recorded above and that the product recommended has been fully explained to the Prospect/Proposer, including the terms and conditions, exclusions, Premium commitments and various charges as applicable.

Name of the Advisor Signature of the Advisor/Insurance intermediary

Having gone through the "Needs Analysis" process, I hereby confirm that: (Please choose the most appropriate option):

- The recommended product and its features have been explained to my satisfaction, and it matches my current insurance needs
- The recommended product, _____ (name of the product) _____ is not a perfect fit for my current needs. I wish to opt instead for _____ (name of the product) _____, in place, which I believe, matches my requirement better.
- The recommended ULIP product is fine for my current need. The fund option chosen are as per my risk appetite.

Customer's Signature _____ Customer Name: _____

Additional comments, if any _____

Form No.:

1. Please select your age

25 years or below 26-35 years 36-45 years 46-55 years 56 years or above

2. Which of the following best describes your current life stage?

Single and working Married without children Nearing retirement Parent with young children Parent with grown-up children Retired
 Other (please specify) _____

3. Please select your occupation

Salaried Self-employed or Businessman
 Others (please specify) _____

4. In case you are self-employed, is your business a

Sole proprietorship Partnership Private or Public Limited Company
 Others (please specify) _____

5. Annual Disposable Income

(Total Household Income - Total Household Expenses including rent, utility bills, EMIs & Insurance Premiums)

50K or less 50K-1 lac 1-2.5 lacs 2.5-5 lacs 5-10 lacs 10 lacs or more

6. How many insurance Policies do you have (including spouse and children)?

None 1-2 3-4 5 or more

7. What type of Insurance is right for you?

Yes to Traditional Insurance Plan In traditional plans, premium invested is generally protected and investment risk is with the insurance company. I do not like the idea of risking my capital. My objective is to at least earn a guaranteed pay-out on my investment and shelter these amounts from market fluctuations along with life cover.

Yes to Unit Linked Insurance Plan In Unit Linked products (ULIPs), returns are based on market movement and the investment risk is with the policyholder. I am comfortable that the value of my investments will fluctuate and there may be loss / gain in the value of my invested fund(s), in return for potentially better chance of earning higher returns in long term.

8. For ULIPs, if you were to invest in your key goals, how would you rank the options below in the order of priority?

Low Risk I value security of my money invested in funds. I am only prepared to accept minimal risk of investment loss; I understand that over a long term this may lead to potentially lower returns

Medium Risk While security of my money invested in funds is important, I am prepared to accept some fluctuations in the value of my funds and a limited chance of investment loss

High Risk I aim to maximizing returns over the long term. I can tolerate higher fluctuations on my invested funds (like movement in share prices) and a chance of loss in value of my investments. Hence, I would like to pursue potential for higher returns over the long term.