

# SAMPLE PINPOINT REPORT (WA CARES FUND EXAMPLE)

## IDENTIFY EMPLOYEES BENEFITING FROM ELECTING LIFE INSURANCE WITH LTC VS PAYROLL TAX

### COMPANY NAME

Date of Policy:

Quote Provide On:

Quote provided by

Bill Judge & Associates

in coordination with:  
(YOUR AGENT NAME OR  
COMPANY LOGO)

\*Assumes 2% wage increase annually

	STATE PROGRAM	INSURANCE COMPANY
Life Benefit	N/A	<b>\$40,000 Life Benefit</b>
LTC Benefit	<b>\$36,500 LTC per Lifetime</b>	<b>\$40,000 LTC per Lifetime</b>
LTC Benefit Calculation	365 "units" per lifetime; \$100 per unit at inception	4% of face value of life benefit; <b>\$1600/month for 25 months</b>
Loss of Activities of Daily Living	Loss of 3 of 10 ADLs	Loss of 2 of 6 ADLs OR Cognitive Impairment
Benefits "vest"	After 10 years paying into the Trust (with 5+ consecutive) OR if paid in for 3 of last 6 years at time of request for	N/A - benefit eligibility begins when application approved by carrier, signed, and first premium scheduled
Residency Requirement & Portability	Must be a resident of WA state at time of benefit payment; forfeit benefit if leave WA 5+ years	Can be a resident of any state If leave job or retire, can take policy with them
Employer Contribution	No, can contribute if desired	No, can contribute if desired
Minimum Eligibility	N/A	5+ employees (20+ hours/week)
Minimum Employee Applications	N/A	10% approved employee applications (min 5)
Health Underwriting	None required	\$70k Contingent Guarantee Issue (2 health questions) ages 18-65

**Recommendation denotes "Insurance Company" as a lower cost vs state program.**

**Cash Value shown is at attained age 65 or the end of year 10 of the policy if policy was initially purchased after age 55**

**MONTHLY = Premium vs. Tax monthly column**

**TOTAL = Premium vs. Tax total column**

**NET = Premium minus Cash Value vs. Tax total column**

**Not Eligible if over 70 years old**

Last Name	First Name	Gender	DOB	State	Annual Base Salary	Age	Monthly Tax	Total Tax Paid @65 (or 10 years if longer)*	\$40K NonSmoker Rates	Total Premium Paid @ age 65 (or 10 years if longer)	Cash Value	Recommendation
		Female	8/13/97	98290	\$40,000	24	\$19.33	\$15,467	\$22.70	\$11,168	\$13,557	TOTAL Lower
		Male	10/15/96	94596	\$114,240	24	\$55.22	\$44,175	\$22.70	\$11,168	\$13,557	MONTHLY Lower
		Male	10/10/94	94086	\$114,250	26	\$55.22	\$40,894	\$24.87	\$11,639	\$13,348	MONTHLY Lower
		Female	9/16/93	98503	\$65,000	28	\$31.42	\$21,486	\$27.13	\$12,046	\$13,114	MONTHLY Lower
		Male	7/22/93	98006		28			\$27.13	\$12,046	\$13,114	MONTHLY Lower
		Male	4/30/93	94102	\$110,000	28	\$53.17	\$36,361	\$27.13	\$12,046	\$13,114	MONTHLY Lower
		Male	8/31/92	98007	\$64,000	29	\$30.93	\$20,311	\$28.43	\$12,282	\$12,988	MONTHLY Lower
		Male	1/15/91	98007	\$100,000	30	\$48.33	\$30,449	\$29.80	\$12,516	\$12,855	MONTHLY Lower
		Male	8/30/90	98033	\$85,000	31	\$41.08	\$24,813	\$31.27	\$12,758	\$12,715	MONTHLY Lower
		Male	5/10/90	98011	\$75,000	31	\$36.25	\$21,894	\$31.27	\$12,758	\$12,715	MONTHLY Lower
		Male	4/14/90	98052	\$100,000	31	\$48.33	\$29,192	\$31.27	\$12,758	\$12,715	MONTHLY Lower
		Female	1/29/90	94523	\$110,000	31	\$53.17	\$32,111	\$31.27	\$12,758	\$12,715	MONTHLY Lower
		Male	9/19/89	94607	\$125,000	32	\$60.42	\$34,957	\$32.83	\$13,001	\$12,568	MONTHLY Lower
		Male	8/17/89	94306	\$120,000	32	\$58.00	\$33,559	\$32.83	\$13,001	\$12,568	MONTHLY Lower
		Female	4/10/89	98021	\$41,140	32	\$19.88	\$11,505	\$32.83	\$13,001	\$12,568	NET Lower
		Female	8/27/88	98052	\$100,000	33	\$48.33	\$26,769	\$34.67	\$13,313	\$12,414	MONTHLY Lower
		Female	8/23/88	98037	\$33,280	33	\$16.09	\$8,909	\$34.67	\$13,313	\$12,414	NET Lower
		Male	8/1/87	94109	\$110,000	34	\$53.17	\$28,160	\$37.37	\$13,902	\$12,252	MONTHLY Lower
		Female	7/28/87	98226	\$85,000	34	\$41.08	\$21,760	\$37.37	\$13,902	\$12,252	MONTHLY Lower
		Female	7/14/87	98033	\$36,000	34	\$17.40	\$9,216	\$37.37	\$13,902	\$12,252	NET Lower
		Male	6/9/87	98007	\$90,000	34	\$43.50	\$23,040	\$37.37	\$13,902	\$12,252	MONTHLY Lower
		Male	4/13/87	98004	\$90,000	34	\$43.50	\$23,040	\$37.37	\$13,902	\$12,252	MONTHLY Lower
		Male	4/6/86	98006	\$90,000	35	\$43.50	\$22,013	\$40.04	\$14,414	\$12,085	MONTHLY Lower

Last Name	First Name	Gender	DOB	State	Annual Base Salary	Age	Monthly Tax	Total Tax Paid @65 (or 10 years if longer)*	\$40K NonSmoker Rates	Total Premium Paid @ age 65 (or 10 years if longer)	Cash Value	Recommendation
		Male	3/12/86	98075	\$100,000	35	\$48.33	\$24,459	\$40.04	\$14,414	\$12,085	MONTHLY Lower
		Male	1/9/86	94123	\$125,000	35	\$60.42	\$30,574	\$40.04	\$14,414	\$12,085	MONTHLY Lower
		Male	11/20/84	98034	\$124,000	36	\$59.93	\$28,948	\$41.50	\$14,442	\$11,910	MONTHLY Lower
		Male	11/8/84	98074	\$100,000	36	\$48.33	\$23,345	\$41.50	\$14,442	\$11,910	MONTHLY Lower
		Female	3/13/84	98042	\$36,000	37	\$17.40	\$8,013	\$42.90	\$14,414	\$11,729	NET Lower
		Male	2/27/83	98007	\$93,000	38	\$44.95	\$19,711	\$45.30	\$14,677	\$11,539	TOTAL Lower
		Female	2/1/83	98075	\$79,860	38	\$38.60	\$16,926	\$45.30	\$14,677	\$11,539	TOTAL Lower
		Male	9/22/82	98007	\$98,000	39	\$47.37	\$19,754	\$47.64	\$14,864	\$11,340	TOTAL Lower
		Male	7/19/82	98110	\$165,000	39	\$79.75	\$33,260	\$47.64	\$14,864	\$11,340	MONTHLY Lower
		Male	6/27/82	98391	\$140,054	39	\$67.69	\$28,231	\$47.64	\$14,864	\$11,340	MONTHLY Lower
		Male	6/22/82	98033	\$90,000	39	\$43.50	\$18,142	\$47.64	\$14,864	\$11,340	TOTAL Lower
		Male	6/10/82	98033	\$100,000	39	\$48.33	\$20,158	\$47.64	\$14,864	\$11,340	MONTHLY Lower
		Male	3/21/82	98033	\$100,000	39	\$48.33	\$20,158	\$47.64	\$14,864	\$11,340	MONTHLY Lower
		Female	11/19/81	98045	\$78,750	39	\$38.06	\$15,874	\$47.64	\$14,864	\$11,340	TOTAL Lower
		Male	10/20/80	98075	\$120,000	40	\$58.00	\$22,973	\$50.13	\$15,039	\$11,130	MONTHLY Lower
		Male	9/15/80	98007	\$92,000	41	\$44.47	\$16,702	\$52.84	\$15,218	\$10,907	TOTAL Lower
		Male	5/21/80	98029	\$230,000	41	\$111.17	\$41,756	\$52.84	\$15,218	\$10,907	MONTHLY Lower
		Male	11/19/79	98003	\$73,500	41	\$35.53	\$13,344	\$52.84	\$15,218	\$10,907	NET Lower
		Male	9/17/79	98177	\$94,000	42	\$45.43	\$16,157	\$56.10	\$15,484	\$10,672	TOTAL Lower
		Male	8/9/79	98105	\$165,280	42	\$79.89	\$28,408	\$56.10	\$15,484	\$10,672	MONTHLY Lower
		Male	12/22/78	98034	\$250,000	42	\$120.83	\$42,970	\$56.10	\$15,484	\$10,672	MONTHLY Lower
		Female	10/17/78	98012	\$80,000	42	\$38.67	\$13,750	\$56.10	\$15,484	\$10,672	NET Lower
		Female	1/29/78	98028	\$112,000	43	\$54.13	\$18,193	\$59.53	\$15,716	\$10,422	TOTAL Lower
		Male	10/28/76	33140	\$106,000	44	\$51.23	\$16,240	\$63.17	\$15,919	\$10,156	TOTAL Lower
		Male	9/19/76	98012	\$160,000	45	\$77.33	\$23,070	\$66.53	\$15,967	\$9,873	MONTHLY Lower
		Male	10/11/75	98004	\$115,000	46	\$55.58	\$15,568	\$70.73	\$16,126	\$9,572	NET Lower
		Female	4/14/75	98075	\$20,600	46	\$9.96	\$2,789	\$70.73	\$16,126	\$9,572	TOTAL Lower
		Female	3/27/75	98045	\$120,000	46	\$58.00	\$16,244	\$70.73	\$16,126	\$9,572	TOTAL Lower
		Male	3/25/75	98010	\$80,000	46	\$38.67	\$10,830	\$70.73	\$16,126	\$9,572	NET Lower
		Male	6/2/74	98004	\$205,000	47	\$99.08	\$25,985	\$75.37	\$16,280	\$9,253	MONTHLY Lower
		Male	11/30/73	98075	\$205,000	47	\$99.08	\$25,985	\$75.37	\$16,280	\$9,253	MONTHLY Lower
		Male	2/11/73	98103	\$115,000	48	\$55.58	\$13,608	\$80.36	\$16,393	\$8,913	NET Lower
		Male	1/28/72	98033	\$120,000	49	\$58.00	\$13,212	\$85.60	\$16,435	\$8,552	NET Lower
		Female	10/15/71	98034	\$120,000	49	\$58.00	\$13,212	\$85.60	\$16,435	\$8,552	NET Lower
		Female	7/21/70	98074	\$75,000	51	\$36.25	\$7,063	\$97.00	\$16,296	\$7,759	
		Female	5/23/68	97119	\$100,000	53	\$48.33	\$7,893	\$112.03	\$16,132	\$6,866	
		Male	5/16/68	98074	\$100,000	53	\$48.33	\$7,893	\$112.03	\$16,132	\$6,866	
		Female	4/10/67	98023	\$64,000	54	\$30.93	\$4,580	\$119.87	\$15,823	\$6,378	
		Male	12/13/66	98012	\$145,000	54	\$70.08	\$10,377	\$119.87	\$15,823	\$6,378	NET Lower
		Female	7/1/61	98027	\$58,000	60	\$28.03	\$3,732	\$183.33	\$22,000	\$7,467	
		Male	2/7/58	98074	\$110,000	63	\$53.17	\$7,079	\$231.56	\$27,787	\$8,630	
		Female	2/19/54	98052	\$120,000	67	\$58.00	\$7,722	\$295.27	\$35,432	\$10,411	