

# CASSADAY & COMPANY, INC.

## INSURANCE AUDIT — FREQUENTLY ASKED QUESTIONS

### Cassaday & Co.'s Model for Integrated Wealth Management



Cassaday & Company, Inc. believes that the financial planning processes are necessarily interrelated. To more fully assure good outcomes, these processes need to be carefully coordinated by an organization that is conversant in all areas.

Our integrated wealth management approach addresses all of the relevant areas of personal finance including:

- Investment management
- Taxes
- Insurance life planning
- Estate planning

### What is an insurance audit?

An insurance audit is part of Cassaday & Company, Inc.'s comprehensive approach to financial planning. An independent insurance agent examines your life, disability, and long-term care insurance policies, along with any annuities, noting the advantages and disadvantages of each. You will receive a clear, one-page summary that will help you understand your policies and determine if your coverage meets your needs.

### What are the benefits of an insurance audit?

- **Simplification and Peace of Mind** – Our comprehensive summary of your insurance policies ensures that you can easily understand your coverage and plan benefits align with your needs. The audit also provides you with peace of mind knowing that an independent insurance expert has thoroughly evaluated your policies.
- **Clarity** - Life, disability, and long-term care policies are complicated and can have many moving parts. An audit will help you better understand your policies so you can maximize their use.
- **Confidence that your policies are properly structured** – Our audit can help ensure that your insurance is adequate for unexpected life events. We also verify titling, beneficiary designations, and the other important details of your existing policies. Titling and beneficiary errors can have a significant negative impact on your overall financial plan.

### What additional services do I receive as part of the insurance audit process?

- **Records of Your Policy Details** – Besides providing you with a copy of our audit, we will also keep a detailed record of your insurance coverage on file, in case you want to revisit your coverage or something happens to your copy.
- **Processing Your Insurance Claims** - When tragedy strikes, whether in the form of death or disability, deciphering insurance coverage and how to file a claim only adds to your stress. Once we have completed an audit of your policies, we will have all the necessary information to process claims on your behalf.

### Is there an additional cost associated with the insurance audit?

No. This service is included in our integrated wealth management approach. An insurance audit is offered at no additional cost to you.

### What type of insurance policies are included on the audit?

Cassaday & Company will review your **life, disability, and long-term care insurance policies and any annuities** you may have. This includes private coverage and any insurance provided through your employer.

Note: We do **not** review your personal property policies, such as homeowners, auto, and jewelry coverage.

## What will I receive?

You will receive an Insurance Audit Summary Report, a detailed one-page analysis of your insurance policies.

- We will review the benefits available through your policies and offer an analysis of the advantages and disadvantages of each.
- The summary report can be uploaded to your secure Tamarac portal for safekeeping.

If we believe it will benefit you, we may recommend new or additional insurance coverage. You are under no obligation to purchase insurance coverage from us to complete your complimentary audit.

## How long will the insurance audit take?

The audit can take up to a few months depending on the responsiveness of the insurance carriers and the complexity of your insurance policies.

## What do I need to do?

Your part of the audit is easy! You need to provide your policy information and signed authorizations to allow us to contact each insurance company. We will communicate with the insurance carriers and obtain all necessary data to complete the audit.

## Who will conduct the insurance audit?

**CARMEN BISSISSO, CLU®, CIMA®, CLTC, CAS®, CFS®**

DIRECTOR OF ADVANCED STRATEGIES



Carmen manages our Advanced Strategies department, which closely monitors the ever-changing insurance and annuity landscapes. She provides insurance and annuity policy reviews and assists with any related client needs.

She holds the Series 7, 63, and 24 securities registrations, as well as the Life and Health Insurance License in Virginia. Carmen also obtained the Certified Fund Specialist (CFS®) and Certified Annuity Specialist (CAS®) designations through the Institute of Business and Finance, and the Certified Investment Management Analyst (CIMA®) designation through the Investment Management Consultants Association. Carmen is Certified in Long Term Care (CLTC) and has earned the Accredited Investment Fiduciary (AIF®) credential.

Carmen is a Chartered Life Underwriter (CLU®), a certification she attained through the American College of Financial Services. A CLU® signals that a financial professional has obtained a level of life insurance expertise that exceeds general insurance and basic life insurance underwriting requirements.

Northern Virginia magazine named Carmen a 'Top Financial Professional' in 2013, 2014, 2015, 2016, 2022, and 2023. She is a summa cum laude graduate of the Pamplin College of Business at Virginia Polytechnic Institute and State University (Virginia Tech), where she received her Bachelor of Science degree in Business, with a concentration in Risk Management Finance. Carmen has over 15 years of experience working in the insurance and investment field and has been with Cassaday & Company, Inc. since 2008.

If you are interested in an insurance audit, you can contact Carmen directly at [carmen@cassaday.com](mailto:carmen@cassaday.com).



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