

CLEARPOINT JEOPARDY

COMPLIANCE

Question:

Enforced by the FTC, the Funeral Rule requires that you provide consumers with this document when discussing funeral sales.

Answer:

What is the GPL (General Price List)?

Question:

As this type of institution, ClearPoint is regulated by the OCC.

Answer:

What is a federally chartered savings bank?

Question:

Over the last four years cemetery laws across the country have been amended to allow for this method of distribution from regulated perpetual/endowment care funds.

Answer:

What is Total Return Unitrust distributions?

RECORDKEEPING

Question:

This letter is sent annually to the purchaser of a preneed contract held in trust showing the taxable earnings and deductions for the contract.

Answer:

What is the Grantor Letter or 1099?

Question:

One preneed trust statistic that will help guide your trust investment approach.

Answer:

Recipient age breakdown, expected amount of time in trust, trust cash flow

Question:

This secure online service is available to all clients and provides individual contract details.

Answer:

What is the ClearPoint Client Portal?

CLEARPOINT JEOPARDY

HISTORY

Question:

This company is an industry leader in funeral and cemetery trusts, was founded as Forethought Federal Savings Bank and independently operated since 2007.

Answer:

Who is ClearPoint Federal Bank & Trust

Question:

ClearPoint changed its name in 2014. This was its name prior to the change.

Answer:

Forethought Federal Savings Bank

Question:

The number of states ClearPoint has authority to provide funeral and cemetery trust related services.

Answer:

50

TRUST

Question:

This preneed funding option offers flexible payment plans, is available to all ages, and doesn't require a separate license to sell.

Answer:

What is a trust funded preneed funeral contract?

Question:

A trustee has this kind of responsibility for the funds it holds under management.

Answer:

What is fiduciary?

Question:

This type of trust is funded with a percentage of each cemetery lot, niche, or grave sale for future maintenance of the cemetery.

Answer:

Perpetual or Endowment Care Trust