SOLUTION SNAPSHOT
LOAN MITIGATION

What can be achieved...

- Male, Age 75
- Goal: Implement coverage to re-pay a $6M note. Part of the note will be re-paid in real estate during the insured's lifetime with the remainder paid to the debtor at mortality via life insurance for a lower cost (via premium payments) than the scheduled $320K annual re-payment.
- Net worth: $9M
- Annual income: $200K
- Wrote $3M of new coverage
- Annual premium: $203,400

OPPORTUNITY

...with the right tools...

- Optimal ages 55-75
- A significant debt where the debtor is able to wait until the insured's mortality for re-payment
- A desire to mitigate debt re-payments via lower premium payments to help with cash flow during lifetime
- Existing life insurance that is no longer needed and can be exchanged for a policy to help with debt re-payment
- If the note is owed to family members, existing trusts that facilitate the transfer of debt re-payment via the gifting of premium dollars

IDENTIFIERS

...and the right team.

- Determine if any of your clients have an insurance need, based on the Identifiers outlined
- If you identify a potential opportunity to help your clients reach their goals, contact us to review the options

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NEXT STEPS