SOLUTION SNAPSHOT
CONSERVING INSURABILITY

What can be achieved...

- Female, Age 46
- Goal: Convert $1.5M term policy at quarterly premiums to a permanent policy to lock in insurability then complete full underwriting to gap or replace existing permanent coverage for $5M total for estate planning
- Existing Coverage: $2.5M of permanent coverage to replace
- Net worth: $17M
- Annual income: $400K
- Wrote $1.5M converted coverage then $5M of replacement coverage, which was $3K less in annual premium than gapping the coverage

OPPORTUNITY

...with the right tools...

- Optimal ages 40-69
- An existing term policy that is approaching the end of its conversion window
- Insurability concerns that might prohibit placing any life insurance coverage in the future
- A projected estate tax liability that exceeds the amount of estate planning coverage inforce
- Desire to add permanent coverage to a newly established or recently revised trust
- Multiple policies that have been implemented over years (or even decades) that would be easier to maintain if they were consolidated

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