SOLUTION SNAPSHOT
ESTATE PLAN AUDIT

What can be achieved...

- Male, Age 69 & Female, Age 68
- Goal: Female no longer needed to receive the death benefit, so the ownership changed to the children for all the policies using a survivor life policy with no future premiums and a loan payoff of approximately $700K on existing policies to end the ongoing interest payments.
- Existing Coverage: 7 policies on Male's life totaling $7.8M of death benefit
- Net worth: $20M
- Annual income: $1M
- Wrote replacement survivor life coverage of approximately $9M benefitting their children with no further premiums illustrated and no loan balance

OPPORTUNITY

...with the right tools...

- An estate plan that has not been reviewed in 5+ years, especially if it includes a life insurance portfolio
- Changes to family dynamics (marriage, divorce, new children, empty nesters, new grandchildren, etc.)
- A move to a different state than the estate plan takes into account, assessing different state taxes and the effect on existing trusts or other financial vehicles
- Premium fatigue for a long-standing policy that might benefit from a replacement to a policy with a zero out-of-pocket outlay
- 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