SOLUTION SNAPSHOT
UPDATING A PORTFOLIO

What can be achieved...

- Male, Age 65 & Female, Age 62
- Goal: Replace existing individually-owned premium-paying policies with new policies that have a zero-premium outlay, an increased death benefit, and a longer duration. Use the premium savings to purchase a survivor life policy.
- Existing Coverage: $3.6M of individual life coverage to be replaced and $8M of individual life coverage to keep
- Net Worth: $20M / Income: $1M
- Wrote 3 policies, totaling $4.1M of replaced individual life coverage plus $8M of new survivor life coverage for less annual premium than was spent on the replaced policies

OPPORTUNITY

...with the right tools...

- Discomfort with or distaste for the current insurance agent
- A projected estate tax liability that exceeds the amount of estate planning coverage inforce
- Changes to the structure of an estate planning trust or establishing a new trust
- Multiple policies that have been implemented over years (or even decades) that would be easier to maintain if they were consolidated
- Premium fatigue or unexpected premium payments on existing policies
- Existing coverage with high cash value when death benefit and premium savings are the priorities

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