SOLUTION SNAPSHOT
LIFE SETTLEMENT

What can be achieved...

- Male, Age 81 & Female, Age 80
- Existing Coverage: $6M second-to-die policy originally placed for estate planning purposes but rendered unnecessary after additional gifting and estate planning. An out-of-pocket premium of $174,000 was coming due for a policy the client no longer wanted or needed.
- Goal: Receive an amount via life settlement that exceeds the surrender value of the policy.
- Surrender Value: $0
- Life Settlement amount to client: $308,000

OPPORTUNITY

...with the right tools...

- Optimal age is 70 or older
- Health status must be poor with a low life expectancy
- Policies that were written years ago to pay estate taxes where the net worth of the client has been depleted through gifting or other means
- Policies that were written for buy/sell coverage where the insured has exited the company for retirement or other purposes
- Permanent policies with cash value and minimal required premiums are generally preferred
- Term policies can be sold on the life settlement market if they are convertible to a permanent product

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