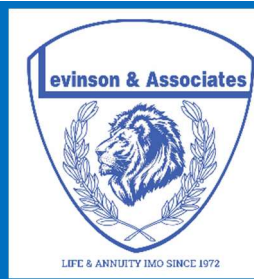


# Life Settlement Case

An example case that was recently closed



## MALE, AGE 76

- **\$2,500,000 face amount policy**
- **17 year old policy**
- **\$123,000 of cash value**

**Premiums have continued to increase and change of needs resulted in the client/insured deciding they no longer wanted to keep the policy and they inquired about surrendering.**

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Levinson & Associate's life settlement team has relationships with every major buyer. The process has been designed to eliminate the struggles of effectively managing a life settlement case resulting in the highest offer. Life settlement will remain a significant opportunity but should not be a full-time focus. With our process you can expect the best results without having to manage every step.

To determine the fair market value of the policy, two things were needed:

1. Carrier info (in-force illustrations, annual statements & premium history)
2. Medical information (health interview, supporting medical records)

Levinson's life settlement team was able to obtain offers from several funds and negotiate a final offer of **\$638,000** to the client. Once the shock and excitement of receiving **\$515,000** above the cash surrender value subsided the client accepted the offer, and the agent was a hero who received several referrals from the client!

During the closing process, the client let the agent know they were reconsidering due to significant health impairments during a pandemic. The agent let Levinson's life settlement team know this and they were able to negotiate a **\$500,000 retained death benefit** for the next **three years** in addition to the cash offer. With no further concerns the closing went forward smoothly and everyone received their payments.

This example illustrates how significant an opportunity life settlement is for the right clients. The agent did not need to become an expert in life settlements and develop relationships with a vast network of funds. Nor did the agent need to manage the process across a competitive market of buyers, or worse yet only work with one fund.

The agent only needed to do **three things** to make this happen:

1. Discover the client through marketing or book-of-business management
2. Complete the short application provided by Levinson & Associates
3. Receive updates & maintain the client relationship throughout the process

### ***Book of Business Strategies***

- Conversion deadlines are a time life settlement is considered most and provides additional incentive to agents through carrier conversion commission.
  - When a client only converts part of their term policy, they can sell the remaining term
- Clients considering surrendering their policies should consider a life settlement
- Grace and lapse notices point to clients who should consider a life settlement
- Any policy covering an insured over age 68, or younger with significant health concerns

### ***Revenue Opportunity***

Every offer is discussed with the agent, and the agent presents an offer to the client net agreed upon commission. While Levinson's life settlement team will negotiate with funds on behalf of the client, the agent will be the one presenting offers.

- Typical commissions can range between 10% - 30% of the offer
- Term conversion carrier commissions are outside the life settlement transaction but are often significant
- Unqualified prospects are often interested in purchasing a new policy

**Levinson & Associates**

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