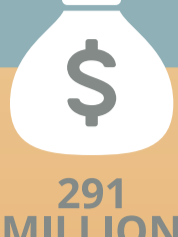


DID YOU KNOW?

Turning Your Life Insurance Into Cash

Under certain circumstances – chronic or terminal illness or age 70+ – you have the option to sell your life insurance policy for cash you can use now. Most people don't know this and never take advantage of this financial option when they need it most.

MONEY LEFT ON THE TABLE



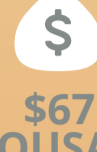
291 MILLION

Number of individual & group life insurance policies in force in the U.S.



\$19.6 TRILLION

Total face amount



\$67 THOUSAND

Average life insurance policy amount



Percentage of policies actually paying out a death benefit

MAIN REASONS 92% ARE FORFEITED BEFORE DEATH BENEFIT PAYS OUT:

- Missed/Forgotten Premium Due Dates
- Unable to Afford Rising Premiums

YEAR U.S. SUPREME COURT RULE LIFE INSURANCE POLICIES ARE ASSETS

1911

21

YEARS CASH SETTLEMENTS FOR LIFE INSURANCE POLICIES HAVE BEEN AN OPTION

TYPES OF SETTLEMENTS

Viatical Settlement

Definition: Tax-exempt sale of policy. Insured must be terminally or chronically ill with a life expectancy of 2 years or less.

VIATICAL ELIGIBILITY REQUIREMENTS

- INSURED IS AGE **18** OR OLDER
- INSURED IS CHRONICALLY OR TERMINALLY ILL
- INSURED HAS LIFE EXPECTANCY OF 2 YEARS OR LESS

REASONS TO CONSIDER



Policy is no longer affordable



Need money to cover lost income, pay medical or living expenses



Bucket-list experiences



Improve the financial future of loved ones



Pay for uncovered medical treatments such as alternative therapies

Life Settlement

Definition - Discounted sale of policy for a cash. Can result in more money than the existing cash surrender value.

LIFE SETTLEMENT ELIGIBILITY REQUIREMENTS

- INSURED IS AGE **70** OR OLDER
- INSURED'S HEALTH HAS CHANGED SINCE THE POLICY WAS ISSUED, IMPACTING LIFE EXPECTANCY

REASONS TO CONSIDER



Sale of Business



Dissolution of Partnership or a Divorce



Premiums no longer affordable



Retirement



Bankruptcy



Key employee leaving company



Funds for Long-term or Assisted Living Care



Death of Beneficiary



To avoid incurring debt or selling other assets

TYPES OF POLICIES ELIGIBLE

For Cash Settlements



WHOLE LIFE INSURANCE

Permanent insurance combining life insurance coverage and an investment fund.



UNIVERSAL LIFE INSURANCE

Like whole life insurance but cash values, premiums and protection amounts can be adjusted.

LIFE INSURANCE THROUGH YOUR JOB



TERM LIFE INSURANCE

Fixed face amount for a limited period of time with no cash value. Coverage remains in force as long as premiums are paid.



GROUP TERM LIFE INSURANCE

Offered through an employer and allows an employee to purchase life insurance at reduced group rates.



Deadline to convert either type of coverage into your individual policy **30 DAYS FROM YOUR FINAL DAY OF EMPLOYMENT**



Number of eligible COBRA participants who could convert their life insurance policy after leaving job **1 MILLION**



Percentage who actually do **.01%**

When Selling Your Life Insurance Policy

The sale of a life insurance policy is not an easy decision, nor should it be undertaken without the advice of a licensed broker, legal counsel, and/or a tax accountant.