

1. CHARITY DONATION

An alumni donated his life insurance policy to his alma mater. The college was able to sell the policy and start a scholarship in the donor's name.

Date of Transaction	January 2020
Client	82 year old male
Policy Death Benefit	\$750,000
Cash Surrender Value	\$134,799
Auction Started	\$135,000
# of Bids	31
Auction Ended	\$450,000
Value Created	\$315,201

2. CLEAN UP OLD POLICY

An advisor identified a split dollar loan on a company owned life insurance policy that needed to be un-wound. The advisor was able to secure a retained death benefit offer – immediately allowing the company to stop paying premiums while still receiving a portion of the death benefit at the insured's passing.

Date of Transaction	July 2020
Client	81 year old male
Policy Death Benefit	\$6,000,000
Cash Surrender Value	\$-
Auction Started	\$1,470,000
# of Bids	32
Auction Ended	\$3,300,000
Value Created	\$3,300,000

3. WORRIED ABOUT LIVING TOO LONG

The family was worried about the life insurance policy expiring at the insured's age 100. To transfer the risk to another owner, they sold the policy for a lump sum of cash today.

Date of Transaction	July 2020
Client	93 year old male
Policy Death Benefit	\$17,200,000
Cash Surrender Value	\$2,000,000
Auction Started	\$5,800,000
# of Bids	4
Auction Ended	\$5,925,000
Value Created	\$3,925,000

4. DIDN'T WANT TO PAY THE PREMIUM

The family no longer want to pay the premiums to keep the policy in force and considering either reducing the death benefit or surrendering the policy. After being told about a life settlement they pursued and were able to obtain a higher lump sum then surrendering the policy.

Date of Transaction	July 2020
Client	79 year old male
Policy Death Benefit	\$1,000,000
Cash Surrender Value	\$12,000
Auction Started	\$60,000
# of Bids	26
Auction Ended	\$270,000
Value Created	\$258,000

5. LARGE FUTURE PREMIUMS

The family was worried about the large premiums that would be required to keep this policy in force. Rather than accepting the cash surrender value or reducing the face amount, the family explored a life settlement. This strategy allowed the insureds to eliminate the future large premiums and achieve their estate planning goals.

Date of Transaction	September 2020
Client	87 year old female and 89 year old male
Policy Death Benefit	\$15,000,000
Cash Surrender Value	\$250,000
Auction Started	\$1,500,000
# of Bids	27
Auction Ended	\$9,000,000 Retained Death Benefit
Value Created	\$8,750,000

6. NO LONGER NEEDED POLICY

The policy owner was going to let his term insurance expire. After being told of the life settlement concept he was able to obtain a cash offer for something he thought was going to expire with no value.

Date of Transaction	May 2020
Client	69 year old male
Policy Death Benefit	\$10,000,000
Cash Surrender Value	\$-
Auction Started	\$25,000
# of Bids	3
Auction Ended	\$200,000
Value Created	\$200,000

\$28.6 MILLION OF ADDITIONAL VALUE CREATED FOR OUR CLIENTS IN 2020