

SUCCESS STORY

RIA Recommends Senior Couple Sell \$1M Policy in Order to Achieve Travel Spending Goals

CASE PROFILE

- 79 Yr. old retired dentist
- Owner of \$1 Million Universal Life Policy
- \$37,000 Cash Surrender Value
- \$27,000 Annual Premium
- \$85,000 = Lowest Offer from a Buyer
- \$225,000 = Highest Offer from a Buyer (Accepted)

REASON FOR SELLING POLICY

The insured and his wife asked their RIA to conduct an analysis of their financial assets to ensure they would not outlive their money and were still on course to meet their legacy planning objectives. Beyond that, they asked him to identify potential sources of additional cash so they could travel more.

Following a review of their investments and three life insurance policies, the advisor assured the couple they would not outlive their money and were well-positioned to achieve their legacy planning goals. However, freeing-up cash for more travel would require some adjustments. Mindful of his fiduciary duty to make recommendations that are in the best interests of his clients (SEC Reg. BI), the advisor suggested they sell one of their policies and use the proceeds to travel. His clients agreed and were thrilled to receive a cash windfall of \$225K negotiated by the team at Asset Life Settlements.



*Read Full Case Summary
on Reverse Side*

Asset Life Settlements Brokered \$225K for Dentist's \$1M Policy

This case, brokered by Asset Life Settlements at the request of the couple's Registered Investment Advisor, involved a retired dentist and his wife, a retired school teacher.

With one adult child and three grandchildren, the retired couple wanted to make sure they had set aside sufficient assets to achieve their legacy planning objectives. Their primary goals were to support their grandchildren's college education, as well as donate to their favorite charitable causes, including their alma mater.

The couple requested that their RIA conduct a thorough analysis of their assets and life insurance coverage. The advisor determined that, given their life expectancy, the value of their retirement portfolio, and their life insurance coverage, the couple was well-positioned to meet their legacy planning objectives.

Key Take-Aways

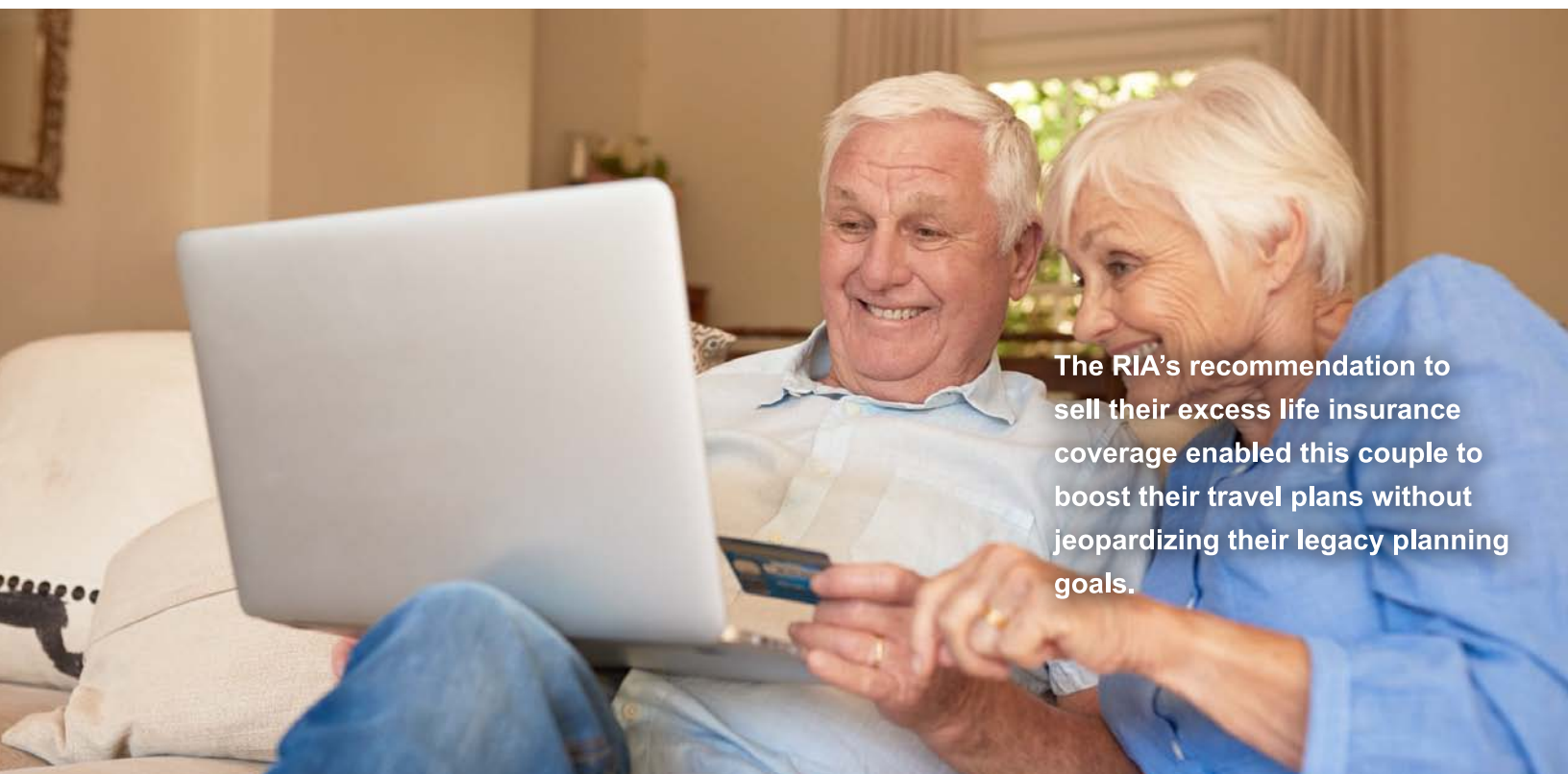
- RIAs have an opportunity to expand their menu of advisory services by adding life settlements to their services.
- In the age of "Best Interest" regulations, selling an unwanted policy to achieve retirement goals can be the most prudent recommendation.
- Asset Life Settlements has the secondary market expertise to negotiate the highest possible settlement for your client's policy.

Call us at **1-855-768-9085** to explore your client's eligibility for a life settlement or to request a free policy appraisal.

While the couple was satisfied to learn they were on course to achieve their primary goals, they asked the advisor to take a deeper dive to identify additional cash so they could travel more.

The advisor noted that the couple owned three life insurance policies, one of which was no longer needed. Being cognizant of his fiduciary duty to make recommendations that are in the best interests of his clients (SEC Reg. BI), the advisor suggested that the couple sell the \$1M policy and use the cash to travel. The couple was impressed with the advisor's knowledge regarding the secondary market for life insurance and agreed to sell the policy.

Asset Life Settlements submitted the case to 13 funding sources and received multiple competing bids. The lowest bid came in at \$85K and Asset Life Settlements continued to negotiate competing bids with buyers until the highest offer of \$225K had been received. The couple was truly grateful with the outcome.



The RIA's recommendation to sell their excess life insurance coverage enabled this couple to boost their travel plans without jeopardizing their legacy planning goals.