

Life
settle-
ment

An open oyster shell is shown against a white background. The shell is slightly ajar, revealing a smooth, white pearl nestled inside. The oyster's interior is a pale, creamy color, and the shell's exterior is a dark, textured brown. The lighting is soft, highlighting the pearl's luster and the shell's texture.

**Unexpected
returns.**

**A Coventry First
life settlement is one of the
most significant innovations
to affect life insurance.
It enables clients to receive
fair market value for
their underperforming or
unneded policies.**

Consumer Benefits

A life settlement gives policyowners the ability to access the market value of their policy and receive an amount in excess of cash surrender value.

It allows clients to:

- Receive fair market value for a life insurance policy.
- Convert an underperforming asset into one with immediate value.
- Free up funds for more efficient investments.

Who Qualifies?

High net worth clients age 65 and over with:

- A life insurance policy with a face amount of at least \$250,000.
- A change in insurability since the policy was issued.
- Life expectancy of 15 years or less.

Advisor Opportunities

Life settlements enable financial advisors to:

- Help clients understand the fair market value of their policy.
- Assist clients in exiting an unwanted life insurance policy.
- Suggest more efficient investment opportunities.

Potential Life Settlement Market

\$108

billion

Case Example I

Life settlement

Policy: Whole Life

Insured: Female, age 74

Face Amount: \$1,400,000

Cash Value: **\$42,000**

**Coventry First purchased
the policy for \$650,000**

Case Example 2

Life settlement

Policy: Universal Life

Insured: Male, age 87

Face Amount: \$6,500,000

Cash Value: **\$705,000**

**Coventry First purchased
the policy for \$3,100,000**

The Process

It all begins with Lifegain,SM Coventry First's sophisticated valuation system that determines the market value of a life insurance policy.

- A Lifegain questionnaire and authorization are submitted to Coventry First along with carrier illustrations and the insured's medical records for the last five years.
- Coventry First values the policy to determine if an offer can be made.

- Coventry First relays the offer to the advisor.
- Once an offer is accepted, Coventry First issues closing documents.
- After receiving the executed closing documents, change of ownership and beneficiary forms are sent to the life insurance company.
- Upon confirmation of the change forms being processed, funds are released to the policyowner.

This brochure is not intended for consumers.

COVENTRY

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