

# DISCOVER TERM SETTLEMENTS

Help your clients find new value in their term life insurance with a life settlement.

## RECOVER PREMIUMS

Face Amount: **\$1,000,000**  
Policy Type: **Term**  
Insured: **Male, age 73**  
Cash Value: **\$0**

Rather than a lapse where he would receive nothing, Coventry paid the policyowner **\$70,000**, which enabled him to recoup all premiums paid into the policy. His advisor received a commission on the term conversion and the life settlement.

## PAY MEDICAL EXPENSES

Face Amount: **\$1,500,000**  
Policy Type: **Term**  
Insured: **Male, age 66**  
Cash Value: **\$0**

The policyowner turned to his policy to help cover increasing medical expenses. Coventry provided **\$30,000** for a policy with no cash value. His advisor received a commission on the term conversion and the life settlement.

## MEET FINANCIAL NEEDS

Face Amount: **\$5,000,000**  
Policy Type: **Term**  
Insured: **Male, age 70**  
Cash Value: **\$0**

As his financial needs evolved, the policyowner required liquidity more than coverage. Coventry provided the policyowner **\$150,000** for a policy with no cash value. His advisor received a commission on the life settlement and the term conversion.

## AVOID EXPIRATION

Face Amount: **\$1,000,000**  
Policy Type: **Term**  
Insured: **Male, age 75**  
Cash Value: **\$0**

With the term conversion deadline approaching, the policyowner sought an alternative to a lapse. Coventry paid the policyowner **\$60,000**. His advisor received a commission on the life settlement and the term conversion.