# 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.



coventry.com (877) 836-8300

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