

HELP YOUR CLIENTS MEET THEIR CHANGING NEEDS

With higher estate tax exemptions and evolving planning strategies, your clients' existing life insurance coverage may be obsolete. Help them better understand the market value of their life insurance policies and when they should consider selling.

CHANGING ESTATE PLAN

Face Amount: **\$1,800,000**
Policy Type: **Universal Life**
Insured: **Male, age 72**
Cash Value: **\$23,600**

The grantor no longer wished to fund the trust to pay the premiums. Coventry took over 100% of the future premium obligations and enabled the trust to retain \$300,000 of coverage at no cost.

ESTATE TAX EXEMPTION INCREASES

Face Amount: **\$3,800,000**
Policy Type: **Universal Life**
Insured: **Male, age 77**
Cash Value: **\$0**

Due to the increase in the federal estate tax exemption, the policy was no longer needed. Coventry paid \$893,000 for the policy, which the insured used to fund his grandchildren's education. The advisor received a commission on the life settlement.

EXPIRING TERM

Face Amount: **\$4,000,000**
Policy Type: **Term Life**
Insured: **Male, age 69**
Cash Value: **\$0**

With the 20-year term coming to an end, the trustee was planning to let the policy lapse. Coventry paid \$285,000 for a policy with zero cash value. The advisor received a commission on the life settlement and the term conversion.

UNDERFUNDED TOLI

Face Amount: **\$20 million**
Policy Type: **Universal Life**
Insured: **Male, age 83**
Cash Value: **\$0**

After five years of skipping premiums, the trust was struggling to pay the new annual premium of \$800,000. Instead of lapsing the policy and walking away empty-handed, Coventry paid the trust \$3.43 million for the policy. The advisor received a commission on the life settlement.