



PRESENTATION TITLE:

Life Settlements and Life Insurance Valuation Solutions for Estate and Tax Professionals

DESCRIPTION:

Life insurance is a mainstay in estate and business succession/buy-sell planning. As circumstances change, advisors and clients can appropriately value and potentially monetize policies for more than their cash surrender value. The valuation of existing policies reveals unrecognized asset value to help solve immediate financial planning needs.

TIMED OUTLINE:

1. Introduction (2 minutes)
 - a. Multigenerational planning
 - b. The longevity economy
 - c. Multi-discipline conversations with older clients
2. What is a life settlement? (3 minutes)
 - a. Definition of a life settlement
 - b. Is it legal?
 - c. Is it safe?
 - d. How does it benefit policy owners?
3. How longevity risk impacts planning (3 minutes)
 - a. Leveraging fair market value
 - b. Maximizing life insurance value through monetization
 - c. Conversation starters for older clients
 - i. Life insurance sensibility assessment
 - ii. Policy value quiz
 - d. Case study
4. Retirement planning solutions (4 minutes)
 - a. Monetizing life insurance for:
 - i. long-term care
 - ii. Pay medical bills
 - iii. Enhance retirement plan
 - b. Case study
 - c. Case study
5. Business management solutions (3 minutes)
 - a. A necessary addition to any business exit planning
 - b. Life insurance asset value can be extracted for your client
 - c. Business owner key-person policy
 - d. Case study
6. Life settlement best practices (4 minutes)
 - a. Independent representation is the cornerstone of any life settlement

- b. What is a life settlement broker and who do they represent?
 - c. What is a life settlement provider and who do they represent?
 - d. One question to ask that will protect policy owner's best interests
- 7. Life insurance policy auction (3 minutes)
 - a. Who represents whom?
 - b. Policy auction bid matrix
 - c. Case study
- 8. Valuation of existing life insurance (4 minutes)
 - a. Documentation of policy present value
 - b. Seniors in financial transition
 - i. Business owner is retiring
 - ii. Maximize generational wealth
 - iii. Bankruptcy
 - iv. Marital dissolution
 - v. Charitable donations of life insurance
 - vi. Policy owner plans to lapse or surrender a policy
 - c. Case studies
- 9. Early detection life insurance valuations (3 minutes)
 - a. Reveal present and future planning solutions
 - b. Life insurance crossover point
 - c. Case study
- 10. Estate planning Solutions (3 minutes)
 - a. Balancing the life insurance portfolio
 - b. Monetization if coverage is no longer needed
- 11. Tax planning solutions (3 minutes)
 - a. Traditional valuation methodologies are health agnostic
 - b. New valuation methodologies for hard to value types of life insurance
 - c. Alternative to Form 712 values
- 12. ILIT management solutions (3 minutes)
 - a. Early detection documentation
 - b. Regular valuation of trust owned policies
 - c. Case example
- 13. Wealth management solutions (2 minutes)
 - a. Monetize life insurance FMV and create new investment opportunities
 - b. Increase assets under management (AUM)
 - c. Case example
- 14. Practical application: How to start and progress through the life settlement/policy valuation discussion (10 minutes)
 - a. Include valuation of present value in checklists
 - b. Newsletter content
 - c. Education and client materials
 - d. Expert coach to assist you
 - e. Life insurance sensibility assessment
 - f. Policy value quiz

- g. Involving life settlement and policy valuation experts
 - h. Submitting a case
15. Audience Q&A (10 minutes)

LEARNING OBJECTIVES:

At the conclusion of our discussion about life settlements and policy appraisals, attendees will be able to:

IDENTIFY clients in financial transition who may benefit from a life settlement.

INFORM eligible senior clients about the wisdom of getting their life insurance policy appraised for fair market value before they lapse or surrender their policy.

INCORPORATE life settlement best practices into their processes so that client best interests will be protected, and potential liability/reputational risk will be mitigated.