

# LIFE SETTLEMENT FAQS

## ■ WHAT IS A LIFE SETTLEMENT?

The sale of a life insurance policy to an investor for money today.

## ■ WHO ARE GOOD CANDIDATES FOR A LIFE SETTLEMENT?

People over age 70 and had their life insurance policies approved at a standard or better rate class.

## ■ WHAT ARE THE MOST DESIRABLE POLICIES TO BUY?

The most desirable policies to be purchased by buyers were issued between 2000 and 2009 (other years can also be sold, but these tend to be the most sought after).

## ■ WHICH TYPES OF POLICIES ARE BEST FOR INVESTORS TO BUY?

Non-guaranteed universal life and guaranteed universal life are usually the best products to sell. The next best policies are indexed universal life and term life policies that are convertible to permanent products. Lastly variable universal life and whole life products.

## ■ DOES THE SIZE OF POLICY MATTER?

There are inherent fixed costs for a buyer to acquire a policy so the best policies usually have a face amount of \$1M or higher.

## ■ WHAT IS THE MINIMUM NEEDED FROM A CLIENT TO START THE PROCESS?

To see if this is a viable opportunity, we would need the last annual statement along with an illustration showing the minimum premium to run the policy to age 100 along with the client's date of birth and ideally some information on their health.



**Tim Fuller**  
President  
tjfuller@srsinc.com  
303-309-3471

IN PARTNERSHIP WITH



**STEVEN J. BROWN, CLU, ChFC**

Director of Life Settlements  
sbrown@bbgcps.com

847-965-4700