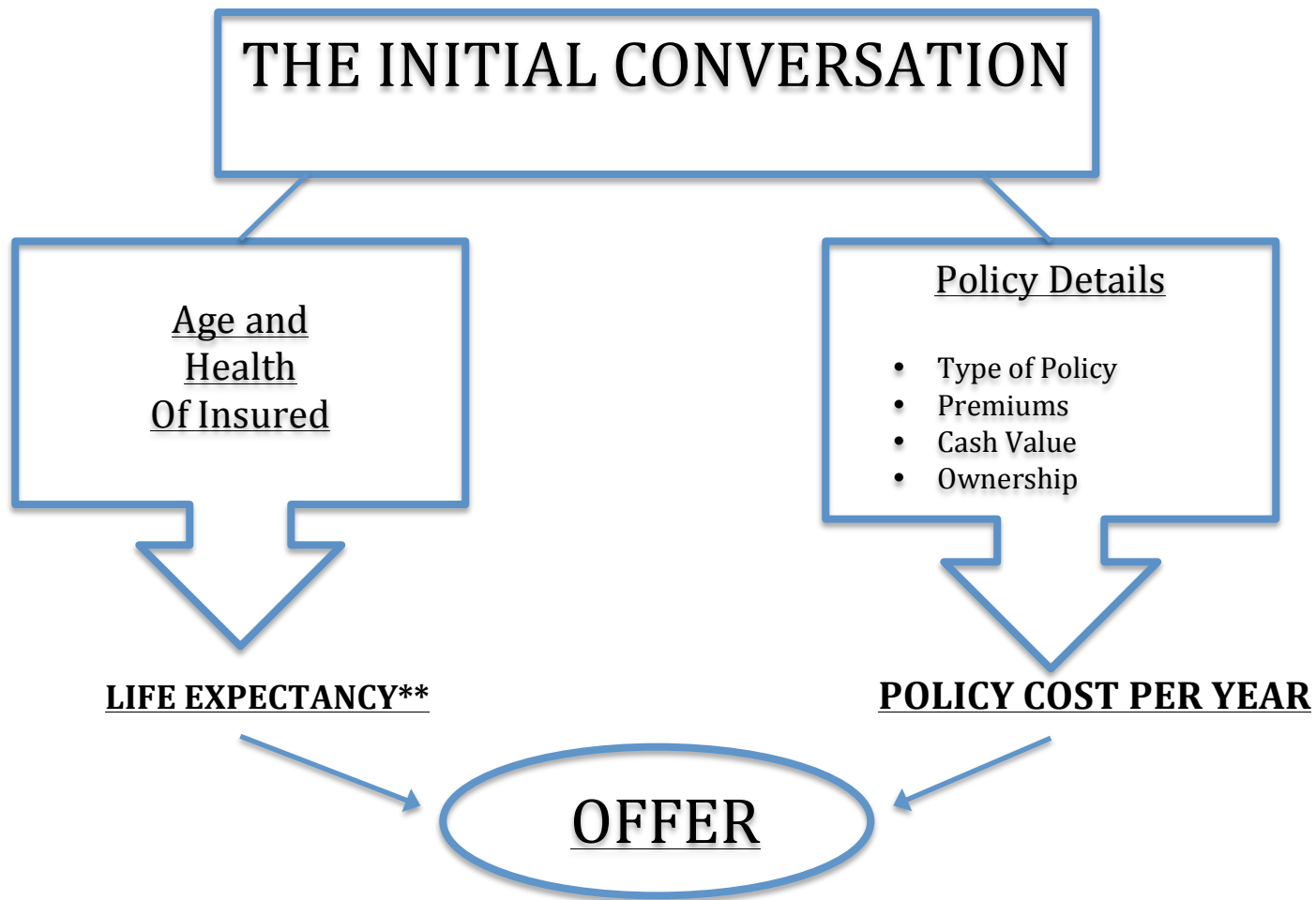


The Life Settlement Roadmap

Its just Math: Life Expectancy + Policy Cost Per Year -> Offer
(See Page 2 for tips on getting the required Information)



** Requires Life Expectancies of 12 years or less, OR, Age 75+ Female and 77+ Male

A Guideline for discussions with: CPAs, Attorneys and Clients

Determining Whether the Sale of an Unwanted Life Insurance Policy (Life Settlement), is possible, and, how much might be offered.

IT'S ABOUT WHETHER A FUNDER CAN:

- a) Takeover premium payments for the life expectancy of the insured.
- b) Pay the policy owner more than the cash surrender value, and make a profit.

So, we need to know the COST of keeping the policy in force each year, over the LIFE EXPECTANCY of the insured.

POLICY COSTS are found via the Policy Owner, who has, or, can get:

Annual *Policy Statement*, or better → *Current Inforce Illustration*, or best → *Level Death Benefit & Premium Illustration* to age 100, with \$1000 cash remaining at age 100.

LIFE EXPECTANCY can be approached in several ways, **noting that, 12 years or less is usually needed for the math to work.**

Contact's knowledge of the ***Insured's age & health***, or better → *"Informal Medical Questionnaire"* *
(from Norseman Group) or → best (but only if it appears that a case has a good chance of succeeding)
→ Insured's *Medical Records* **.

* This is filled out by the Insured and requires a HIPAA release.

** Also requires a HIPAA release, and are obtained using a Norseman Group "Letter to the Insured's doctor(s)". This letter directs the doctor to send the records to the Contact, or Advisor, who then forwards the medical records to the Norseman Group for a life expectancy report and estimated offer.