



Veris Settlement Partners  
 291 Main Street  
 Northport, NY 11768  
 Phone: 631-239-6655  
 Fax: 631-239-6657  
[www.go2veris.com](http://www.go2veris.com)



## Small Face Amount Simplified Form

Please **answer all questions** for policies from \$100,000 to \$500,000.

### Insured Information

Name of Insured \_\_\_\_\_ Sex \_\_\_\_\_ SS# \_\_\_\_\_

Address \_\_\_\_\_

Phone Number \_\_\_\_\_ Best Time to Call \_\_\_\_\_

Date of Birth \_\_\_\_\_

Relationship status:  Single  Married/Cohabiting  Widowed

Residential status:  Lives alone  Lives with spouse/partner  Lives with children

Lives in assisted accommodation

Most recent occupation of insured \_\_\_\_\_

Type of remuneration when employed:  Salaried  Hourly  Piece

Age at retirement (if applicable) \_\_\_\_\_

Reason for retirement:  Corporate policy  Ill health  Early retirement

Not retired

What clubs or volunteer organizations does the insured belong to? \_\_\_\_\_

\_\_\_\_\_

Does the insured hold a full Driver's License?  Yes  No

Please check one of the following to describe the current health of the insured:

Excellent  Good  Fair  Poor (work-related)  Poor (inherited)  Poor (other)

Is the insured taking medications? If so, which ones? \_\_\_\_\_

\_\_\_\_\_

Please tell us about any medical conditions that the insured has: \_\_\_\_\_

\_\_\_\_\_

Let us know if the insured needs any assistance walking, driving or managing his/her affairs: \_\_\_\_\_

\_\_\_\_\_



Veris Settlement Partners
291 Main Street
Northport, NY 11768
Phone: 631-239-6655
Fax: 631-239-6657
www.go2veris.com



Please let us know how much sport or exercise the insured takes each week:

- Less than 1 hour
1-2 hours
2-3 hours
3-4 hours
5 hours or more

Please describe the insured's smoking history:

Height of insured Weight

Describe any changes to weight of the insured in the past five years:

Policyowner Information

Name of Policyowner

Address

Phone number

Policy Information

Insurance Company

Face Amount of Policy Policy Number

Type of Policy (only Universal Life, Convertible Term and Survivor Universal Life with one insured deceased)

Current Premium

Payment mode (such as Annual, Semiannual, Quarterly, Monthly)

Cash Surrender Value

Policy Issue Date (mm/dd/yyyy)

Underwriting Class (only Preferred or Standard policies accepted)

Life Expectancy Report Acknowledgement

I, (name of broker or agent) have informed the policyowner that a telephone underwriter will contact them to conduct an interview in order to provide a Life Expectancy Report which will be used in connection with valuating my client's Life Insurance policy referenced above for the purposes of a Life Settlement transaction.

Signature of broker/agent Print Name

Phone Number E-mail

Life Settlement Leads, Inc. ("LSL") is engaged in the business of providing direct introductions between people who wish to sell their life insurance policies and life settlement providers or other buyers that LSL believes have funds available to purchase life insurance policies. LSL is not a life or viatical settlement provider or broker or an investment advisor, agent, broker, fiduciary or representative for policyowners (or for their broker or representative) and thus does not provide any legal, financial, insurance or tax advice. Policyowners are urged to seek their own legal, tax, financial and other advice. Please note that services offered by LSL are not available in all states.



291 Main Street  
 Northport, NY 11768  
 Phone: 631-239-6655  
 Fax: 631-239-6657  
[www.go2veris.com](http://www.go2veris.com)



**Key Information to evaluate a potential Life Settlement:**

Prospect Name(s) \_\_\_\_\_

Agent Name \_\_\_\_\_

Agent Address \_\_\_\_\_

Agent Phone Number \_\_\_\_\_ Agent E-mail Address \_\_\_\_\_

**Please check off that you are providing all of the following:**

	Completed Pre-Qualification Worksheet (VSP-008)
	Completed Life Settlement Appraisal Form (VSP-004)
	• Medical records (as current as possible) going back for five years
	• A list of all physicians consulted during the past five years (name, address and telephone numbers) and a summary of the insured’s medical history
	• A signed copy of the Terms and Conditions
	A signed copy of the “Authorization for the Disclosure of Health Information” (VSP-003)
	A signed copy of the “Authorization for the Release of Policy Information” (VSP-007)
	A signed copy of the “Broker of Record” letter
	Verification of Coverage (VOC) (VSP-022). This form is a separate form, to be sent to insurance carrier for them to complete and send back to Veris Settlement Partners.
	A clear copy of the Driver’s License
	An in-force illustration showing level death benefit to maturity (at minimum level premium and zero cash value at maturity)
	A copy of the life insurance policy
	If the policyowner is a trust, a copy of the trust agreement
	A copy of the most recent annual statement for the policy

Once an offer has been made and accepted all of the information requested above (plus any additional information the Provider requests) must be provided before a closing document can be prepared.



## Life Settlement Pre-Qualification Worksheet

**Prospect Name(s)** \_\_\_\_\_ **Score** \_\_\_\_\_

*Please rate each category and add the points for a total score. Compare the score with the table below for a life settlement probability. (If more than one policy is being submitted, please complete this worksheet for all policies.)*

- Policy face amount must be at least \$100,000
- Carrier is rated A- or better
- Insured is US citizen

**Client age and sex:**

- 0 Points** Male age 70 or less/Female age 73 or less
- 1 Point** Male age 71-74/Female age 74-77
- 2 Points** Male age 75-78/Female age 78-81
- 3 Points** Male age 79-83/Female age 82-86
- 4 Points** Male age 84+/Female age 87+

**Medical conditions:**

- 1 Point** In good health
- 2 Points** Minor health issues—arthritis, asthma, non-recurring or diagnosed with cancer over five years ago, hypertension, hyperlipidemia, glaucoma, ulcers, minor skin disease, obesity
- 3 Points** Moderate health issues—hepatitis, atrial fibrillation, pacemaker, memory loss, diabetes, depression, COPD, multiple sclerosis
- 4 Points** Serious health issues—Alzheimer’s disease, cancer, cirrhosis, artery disease, blood diseases, heart attack (in last 18 months), stroke

**Policy type:**

- 1 Point** Joint Survivorship UL with two living insureds or Whole Life
- 2 Points** Term life (still convertible) or Variable Universal Life
- 3 Points** Universal Life
- 4 Points** Joint Survivorship UL with one deceased

**Current Cash Surrender Value:**

- 1 Point** 30%+ of the Death Benefit
- 2 Points** 20%-30% of the Death Benefit
- 3 Points** 10%-20% of the Death Benefit
- 4 Points** 0%-10% of the Death Benefit

**Outstanding loans:**

- 1 Point** 30%+ of the Death Benefit
- 2 Points** 20%-30% of the Death Benefit
- 3 Points** 10%-20% of the Death Benefit
- 4 Points** 0%-10% of the Death Benefit

**Current premiums to maturity:**

- 1 Point** 4%+ of the Death Benefit
- 2 Points** 3%-4% of the Death Benefit
- 3 Points** 2%-3% of the Death Benefit
- 4 Points** 1%-2% of the Death Benefit

**Contestability/insurable interest:**

- 1 Point** Premium financed: Non-recourse
- 2 Points** Premium financed: Recourse
- 3 Points** Not premium financed, 24-30 months from issue
- 4 Points** Not premium financed, over 30 months from issue

Final Score	Life Settlement Probability
10 points or less	Highly unlikely
11-16 points	Unlikely—please call Veris to discuss
17-22 points	Average—contact client to complete submission package
23 points or more	Highly likely—contact client to complete submission package



291 Main Street  
 Northport, NY 11768  
 Phone: 631-239-6655  
 Fax: 631-239-6657  
[www.go2veris.com](http://www.go2veris.com)



## Life Settlement Appraisal Form

\_\_\_\_\_  
**Primary Insured's Name**                      Date of Birth              Sex              Marital Status              Social Security #

\_\_\_\_\_  
**Second Insured's Name**                      Date of Birth              Sex              Marital Status              Social Security #

\_\_\_\_\_  
 Primary Address                                      City, State, Zip

\_\_\_\_\_  
 Daytime Phone Number                      Evening Phone Number

Do you have a residence in another state?     Yes     No    If yes, please provide along with how many months of the year you live there:

\_\_\_\_\_  
 Address                                      City, State, Zip                                      Months of year

### Life Insurance Policy Information-Policy #1

Insurance Company	Policy Number	Date of Issue	Policy Date
Face Amount \$	Existing Policy Loan \$	Current Annual Premium \$	
Current Cash Surrender Value \$	Policy Type (circle one): Universal Life    Whole Life    Variable Life    Term    Survivor* Group              Other-		
Policyowner	Policyowner's Social Security # or Tax ID #		Drivers Lic. # (State)
Policyowner's Address			
City, State	Zip	Phone	
Beneficiary Name and Address (1)			
(2)			
*If Survivor, are both insureds living? <input type="checkbox"/> Yes <input type="checkbox"/> No    If no, name of insured who is deceased:			

***For additional owners or beneficiaries, please attach additional sheet as necessary.  
 If policyowner is trust, please list trustee(s), addresses & phone numbers.***

Trustee \_\_\_\_\_

Address \_\_\_\_\_

(Use additional sheet as necessary for additional trustees and please attach copy of trust document and, if necessary, any amendments hereto.)



**Life Insurance Policy Information-Policy #2**

Insurance Company	Policy Number	Date of Issue	Policy Date
Face Amount \$	Existing Policy Loan \$	Current Annual Premium \$	
Current Cash Surrender Value \$	Policy Type (circle one): Universal Life Whole Life Variable Life Term Survivor* Group Other-		
Policyowner	Policyowner's Social Security # or Tax ID #	Drivers Lic. # (State)	
Policyowner's Address			
City, State	Zip	Phone	
Beneficiary Name and Address (1)			
(2)			
*If Survivor, are both insureds living? <input type="checkbox"/> Yes <input type="checkbox"/> No If no, name of insured who is deceased:			

*For additional owners, please attach additional sheet as necessary.*  
*If policyowner is trust, please list trustee(s), addresses & phone numbers.*

Trustee \_\_\_\_\_

Address \_\_\_\_\_

(Use additional sheet as necessary for additional trustees and please attach copy of trust document and, if necessary, any amendments hereto.)

	<b>Policy #1</b>	<b>Policy #2</b>
Has the policyowner ever declared bankruptcy?	Yes or No	Yes or No
Has policyowner been divorced?	Yes or No	Yes or No
Is the policyowner currently a defendant in a legal proceeding?	Yes or No	Yes or No
Was the policy financed?	Yes or No	Yes or No
If so, by which financing company?	_____	



<b>Primary Insured Medical Information</b>		
<i>Brief Description of Insured Medical History and Condition(s)</i>		
Primary Physician Name	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		

*For additional specialists, please attach additional sheet as necessary.*

**Hospital Information**

If hospitalized in the past five years, please fill in the following:

Hospital (include city and state)	Condition	Length of stay
1		
2		
3		
4		

**Primary Insured Medical Information**

Height: \_\_\_\_\_ Weight: \_\_\_\_\_

Have you ever had any of the following?

- |  |                                       |  |   |
|--|---------------------------------------|--|---|
| <input type="checkbox"/> Chest Pain/Tightening | <input type="checkbox"/> Hypertension | <input type="checkbox"/> Shortness of Breath | <input type="checkbox"/> TB/Lung Disorder   |
| <input type="checkbox"/> Heart Attack          | <input type="checkbox"/> Stroke/TIA   | <input type="checkbox"/> Skin Disorder       | <input type="checkbox"/> Ulcers             |
| <input type="checkbox"/> Headaches             | <input type="checkbox"/> Glaucoma     | <input type="checkbox"/> Hepatitis           | <input type="checkbox"/> Cataracts          |
| <input type="checkbox"/> Dementia              | <input type="checkbox"/> Depression   | <input type="checkbox"/> Digestive Problems  | <input type="checkbox"/> Urinary Infections |
| <input type="checkbox"/> Blood in Stool        | <input type="checkbox"/> Asthma       | <input type="checkbox"/> Arthritis           | <input type="checkbox"/> Difficulty Hearing |
| <input type="checkbox"/> Dizzy Spells          | <input type="checkbox"/> Cancer       | <input type="checkbox"/> Diabetes            | <input type="checkbox"/> Memory Loss        |

Please provide any additional details on the above conditions: (Attach a separate sheet if more space is needed)

\_\_\_\_\_

\_\_\_\_\_

Current prescribed medications \_\_\_\_\_

Do you exercise, and if so, how much? \_\_\_\_\_

Places travelled in past five years (both business and personal) \_\_\_\_\_

Have you smoked cigarettes, cigars or pipes within the last year, or otherwise used tobacco, i.e. chewing tobacco?

If so, please describe: \_\_\_\_\_

**Primary Insured Family History**

Have family members had:	Father	Mother	Siblings		If Living Age	If Deceased Age and Cause of Death
Osteoporosis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Hypertension	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Father		
Epilepsy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Cancer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Mother		
Heart Attack/Stroke	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Diabetes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Brother(s)		
Asthma/Allergies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Autoimmune Disease/Arthritis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Sister(s)		

**Important Notice: Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information may be guilty of a crime and may be subject to fines and/or confinement in prison.**





<b>Second Insured Medical Information</b>		
<i>Brief Description of Insured Medical History and Condition(s)</i>		
Primary Physician Name	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		
Insured's Specialist and Specialty	Address	
City, State	Zip	Phone
Date and reason last seen		
<hr/>		

*For additional specialists, please attach additional sheet as necessary.*

**Hospital Information**

If hospitalized in the past five years, please fill in the following:

Hospital (include city and state)	Condition	Length of stay
1		
2		
3		
4		



### Second Insured Medical Information

Height: \_\_\_\_\_ Weight: \_\_\_\_\_

Have you ever had any of the following?

- |  |                                       |  |   |
|--|---------------------------------------|--|---|
| <input type="checkbox"/> Chest Pain/Tightening | <input type="checkbox"/> Hypertension | <input type="checkbox"/> Shortness of Breath | <input type="checkbox"/> TB/Lung Disorder   |
| <input type="checkbox"/> Heart Attack          | <input type="checkbox"/> Stroke/TIA   | <input type="checkbox"/> Skin Disorder       | <input type="checkbox"/> Ulcers             |
| <input type="checkbox"/> Headaches             | <input type="checkbox"/> Glaucoma     | <input type="checkbox"/> Hepatitis           | <input type="checkbox"/> Cataracts          |
| <input type="checkbox"/> Dementia              | <input type="checkbox"/> Depression   | <input type="checkbox"/> Digestive Problems  | <input type="checkbox"/> Urinary Infections |
| <input type="checkbox"/> Blood in Stool        | <input type="checkbox"/> Asthma       | <input type="checkbox"/> Arthritis           | <input type="checkbox"/> Difficulty Hearing |
| <input type="checkbox"/> Dizzy Spells          | <input type="checkbox"/> Cancer       | <input type="checkbox"/> Diabetes            | <input type="checkbox"/> Memory Loss        |

Please provide any additional details on the above conditions: (Attach a separate sheet if more space is needed)

\_\_\_\_\_

\_\_\_\_\_

Current prescribed medications \_\_\_\_\_

Do you exercise, and if so, how much? \_\_\_\_\_

Places travelled in past five years (both business and personal) \_\_\_\_\_

Have you smoked cigarettes, cigars or pipes within the last year, or otherwise used tobacco, i.e. chewing tobacco?

If so, please describe: \_\_\_\_\_

### Second Insured Family History

Have family members had:	Father	Mother	Siblings		If Living Age	If Deceased Age and Cause of Death
Osteoporosis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Hypertension	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Father		
Epilepsy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Cancer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Mother		
Heart Attack/Stroke	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Diabetes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Brother(s)		
Asthma/Allergies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
Autoimmune Disease/Arthritis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Sister(s)		

**Important Notice: Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information may be guilty of a crime and may be subject to fines and/or confinement in prison.**



***Terms and Conditions:***

Veris Settlement Partners, Inc. is in the business of arranging life settlement transactions, and is licensed as a life insurance agent and/or Life Settlement/Viatical Broker as required in the various states in which we conduct business. Once we accept your application, we bear all the expenses associated with the transaction, including but not limited to obtaining medical records and life expectancy studies, policy analysis, modeling, and preparing and maintaining a complete file for submission to the marketplace and for regulatory compliance purposes. We then make a diligent effort to stimulate competing bids in attempt to provide the highest possible value for each policy offered into the secondary market. Veris Settlement Partners, Inc. is acting solely on your behalf in this transaction; we do not in any way represent the purchaser of the policy other than in soliciting and delivering offers on your behalf, and assisting in the closing process once an offer is accepted by you.

Veris Settlement Partners, Inc. is compensated for its services on a “success” basis. Unless an acceptable offer is obtained by us and accepted by you no fees or commissions are payable. If you do accept an offer presented by Veris Settlement Partners, Inc., we will receive a portion of the gross purchase price in compensation for services rendered. Such compensation shall not in any event exceed the lesser of 8% of the face amount of the policy or 30% of the gross purchase offer. Additionally, the following minimum compensation levels have been set based on the policies face amount. These are: face amount less than \$249,999 has minimum compensation of \$2,500; face amount of \$250,000 to \$499,999 has minimum compensation of \$5,000; face amount of \$500,000 to \$999,999 has minimum compensation of \$7,500; and face amount of \$1,000,000 and above has a minimum of \$10,000. If you have been referred to us by your insurance agent or other representative, they may be entitled to share in such compensation.

**I hereby accept these terms and conditions and authorize and appoint Veris Settlement Partners, Inc. to act exclusively on my/our behalf for the purposes of securing a life settlement on the policies described within this application. This appointment shall be valid for 120 days unless notice of termination is given to Veris Settlement Partners, Inc. in writing. I also acknowledge that I have received the Required Notice (form VSP-021) included with this application.**

\_\_\_\_\_  
 Signature of Owner 1

\_\_\_\_\_  
 Signature of Owner 2

\_\_\_\_\_  
 Printed Name of Owner 1

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Printed Name of Owner 2

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Signature of Insured 1

\_\_\_\_\_  
 Signature of Insured 2

\_\_\_\_\_  
 Printed Name of Insured 1

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Printed Name of Insured 2

\_\_\_\_\_  
 Date

It is your responsibility to continue paying premiums until the life settlement transaction is completed. The policy cannot be sold if it is in pending lapse or grace; therefore, the premiums must be current.



291 Main Street  
Northport, NY 11768  
Phone: 631-239-6655  
Fax: 631-239-6657  
[www.go2veris.com](http://www.go2veris.com)



## Authorization for Disclosure of Protected Health Information (HIPAA Compliant)

### For Life Settlement

The undersigned insured(s) (hereafter referred to as “I”, “me”, or “my”), authorize the disclosure of my protected health information as defined under the privacy regulations promulgated pursuant to the Health Insurance Portability and Accountability Act of 1996 (“PHI”) as follows:

1. **Classes of Persons Authorized to Disclose My Protected Health Information:** I authorize each doctor, hospital, nurse, pharmacy, physician, physician practice group, and any other type of health care provider (each, an “HCP”) having any PHI about me to disclose any and all of my PHI as provided under this authorization. I authorize each authorized HCP to rely upon photostatic or facsimile copy or other reproduction of this authorization.
2. **Classes of Persons Authorized to Receive My Protected Health Information:** I authorize each authorized HCP to disclose my PHI under this authorization to Veris Settlement Partners, Inc., American Viatical Services, Inc., Fasano Associates, Inc., Examination Management Services, Inc., 21st Services, including any of their affiliates, agents, subsidiaries, corporate parents, independent contractors, authorized representatives, service providers, life settlement providers and the officers, directors, and employees of each (each an “Authorized Recipient”). I understand that my PHI may be secured by a third-party provider and may be electronically transmitted to an authorized recipient, including transmission via web posting to a secure website.
3. **Description of Protected Health Information Authorized for Disclosure and Purpose of Disclosure:** This authorization shall apply to any and all of my health and medical data, information, records, whether or not personally or individually identifiable or protected under any federal or state confidentiality or privacy laws or regulations. This authorization and all disclosures of my PHI made under this authorization are for the purpose of allowing authorized recipients (1) to analyze, assess, evaluate or underwrite my health or medical condition, or life expectancy, in connection with the possible sale of any life insurance policy, certificate of life insurance, under which my life is insured to the authorized recipient and (2) to monitor, track, and verify my health or medical status and condition in connection with any life insurance policy under which my life is insured, including any conversions thereof or replacement therefore, that Veris Settlement Partners, Inc. brokers.
4. **Expiration:** This authorization shall remain valid until one (1) year after the date of my death.
5. **Right to Revoke Authorization:** I acknowledge and understand that I may revoke this authorization any time with respect to any authorized HCP by notifying such authorized HCP in writing of my revocation of this authorization and delivering my revocation by mail or personal delivery at such address designated to me by such authorized HCP; provided, that any revocation of this authorization shall not apply to the extent that the authorized HCP has taken action in reliance upon this authorization prior to receiving written notice of my revocation.



6. Inability to Condition Treatment, Payment, Enrollment or Eligibility for Benefits on Provisions of Authorization:  
 No HCP or other covered entity may condition my treatment, payment, enrollment or eligibility for benefits on whether I sign this authorization.

I understand that this authorization is not a consent or an authorization requested by a health care provider, health care clearinghouse or health plan covered by the privacy regulations promulgated pursuant to the Health Insurance Portability and Accountability Act of 1996 (the "HIPAA Privacy regulations"). I further understand that, as a result of this authorization, there is potential for my PHI that is disclosed by an authorized HCP to an authorized recipient to be subject to redisclosure by an authorized recipient and my PHI that is disclosed to such authorized recipient may no longer be protected by the HIPAA Privacy Regulations.

I certify that I executing and delivering this authorization freely and unilaterally and that all information contained in this authorization is true and correct. I further certify that this authorization is written in plain language and that I have received a copy of this signed authorization for future reference.

---

Signature of Insured 1

---

Printed Name of Insured 1

---

Date

---

Signature of Insured 2

---

Printed Name of Insured 2

---

Date

---

Signature of Witness

---

Printed Name of Witness

---

Date







## Required Notice

### Important Information You Need to Know Before Entering Into a Life Settlement

#### **What are life settlements?**

A life settlement is the sale of a life insurance policy or certificate (hereafter referred to as policy) issued on the life of a person, who does not have a catastrophic or life-threatening illness or condition that is likely to result in death within 24 months, for a dollar amount that is less than the policy's face value. The person who is insured under the policy is called a life settlor. This person may or may not be the owner of the policy. Only the owner of the policy has the right to sell the policy. If you do not own the policy, the owner cannot sell the policy without your consent. The entity that buys the policy is called a life settlement provider (hereafter referred to as provider) and must have a registration from your state's Department of Insurance. Additionally, there are persons called brokers or provider representatives, who help with the sale of the policy. The provider representative or broker must also have a registration from your state's Department of Insurance.

A life settlement offers you the opportunity to receive a portion of your policy's death benefit while you are still alive.

#### **How do life settlements work?**

Most providers, provider representatives, or brokers will ask you to complete an application and medical release forms so that they can gather information from your life insurance company and your doctors. All information gathered must be kept confidential and cannot be given to anyone without your written approval. If you qualify, the provider will make you an offer for your policy. The amount offered for your policy will be based on facts such as how long you are expected to live, the amount you pay for premiums, the rating of your insurance company, and your policy's provisions (e.g., a waiver of premium). If you accept the offer, you will be asked to sign a life settlement contract.

#### **Do I have to sell all of my policy?**

No. You can sell all of your policy or you can sell only a part of your policy. If you sell only a part, you will be required to assign or transfer only the part being sold. If you sell the entire policy, the provider will become the new owner of the policy.

#### **Is there a difference between a broker and a provider representative?**

Yes. Although both a broker and a provider representative will help you with the sale of your policy, there are important differences between them. A broker works for you. A broker will check with several providers to find the best offer for you. A provider representative works for a provider. A





provider representative will only check with the provider that he or she works with to get you their offer. If you use someone to help with the sale of your policy, you may want to ask whether they are a broker or a provider representative.

**Is the provider, provider representative, or broker required to keep my information confidential?**

Yes, any financial, medical, or personal information obtained by a provider, provider representative, or broker about you, including your family members, a spouse, or a significant other, may not be shared with anyone unless you have given written approval that the information may be shared. Any written approval for the sharing of this information must show who may get the information and why it will be released.

**If I enter a life settlement contract, when will I get my money and who from?**

The answer to this question depends on how the provider runs its business. Some providers use an escrow agent or trustee to handle the money that will be paid to you. If an escrow agent or trustee is used, the escrow agent or trustee will send you the money within three business days of the date the insurance company confirms to the provider that the transfer of ownership has been completed. If an escrow agent or trustee is not used, the provider will send you the money within three business days from the date you signed both the contract and the papers needed to transfer or assign your policy to them.

**What if I change my mind?**

If you change your mind about selling your policy, most states have a rescission period after you receive the money from the provider. The guidelines for any rescission period will be explained in detail in the Life Settlement Purchase and Sale Agreement, which can vary on a state to state basis.

**What if I die shortly after selling my policy?**

After you receive the money from the provider, if you die at any time during any rescission period (which would be explained in detail in the Life Settlement Purchase and Sale Agreement), the settlement contract will automatically cancel. The provider will pay the owner of your policy or beneficiaries designated by the owner in the life settlement contract any proceeds it receives from your policy, minus any money it already paid for the purchase of your policy and any premiums it paid to the insurance company to keep your policy current. The insurance company or the provider should refund any unearned premiums paid.



**What happens after I get my money?**

After the provider has paid the owner for the sale of the policy, they may begin calling to check on the health status of the life settlor.

**What if I don't want to be contacted about my health status?**

If you do not want to be contacted about your health status, you may appoint an adult person or persons to be contacted on your behalf. That person must be in regular contact with you and you must give the provider their name, address and phone number. Once you give the provider this information, they may not contact you unless they have tried and have not been able to reach your contact person for more than 30 days. If you need to, you can change your contact person at any time by sending a written notice to the provider.

**How will I know who will be calling me or my contact person about my health status and how often can they call?**

The provider must give you the name, address, and phone number of the person who will be contacting you or your contact person(s) about your health status.

If your life is expected to end in one year or less, contacts to check on your health status are limited to once every 30 days. If you are expected to live for more than one year, contact is limited to once every three months.

**Will the provider be calling my doctor to check on my health status?**

Some providers will use your signed medical release form to check with your doctor for updates on your health status. The medical release form tells your doctor that you want your doctor to give your medical information to the provider, their broker, or provider representative. If you decide you do not want the provider to contact your doctor, you have the right to withdraw your medical consent in accordance with law.

**Does anyone make money or commissions from the sale of my policy?**

You have the right to ask for and receive the names of all the people who have or will receive some type of payment from the sale of your policy, along with the amount and terms of the payment. You may ask for this information at any time.

**How will I know if my policy includes extra coverages like accidental death, future increases in the death benefit, or covers other family members? Do these affect my settlement?**

Some policies contain extra coverages. You may want to contact your insurance company or agent to see if your policy contains a provision or rider providing extra coverages.



If your policy includes a benefit for accidental death, the additional death benefit may not be included as part of your settlement. The additional death benefit will remain payable to your beneficiaries or your estate.

If your policy provides future increases in the death benefit, you may want to ask how much the provider is paying you for the purchase of this benefit.

If your policy is a joint policy, or provides coverage on the lives of other family members or anyone other than yourself, there may be a possible loss of coverage.

**Are there other options available besides selling my policy?**

Your insurance company may offer options, such as accelerated death benefits, loans, and surrender of the policy for its cash value. Before entering into a life settlement, you should contact your insurance company or agent to see what options are available.

**What other things should I know about a life settlement contract?**

Some things that may be affected if you enter a life settlement are:

- there may be a loss of life insurance coverage on your spouse or other family members, if the policy (or any riders attached to it) covers their lives;
- the amount of premiums you pay;
- policy cash values or dividends, if provided for in the policy;
- a loss of other rights or benefits, including conversion rights and waiver of premium benefits that may exist under your policy;
- you may incur tax consequences;
- your ability to receive supplemental social security income, public assistance, and public medical services including Medicaid; and
- the money you receive for your life settlement could be taken away from you by creditors, personal representatives, trustees in bankruptcy, and receivers in state or federal court.

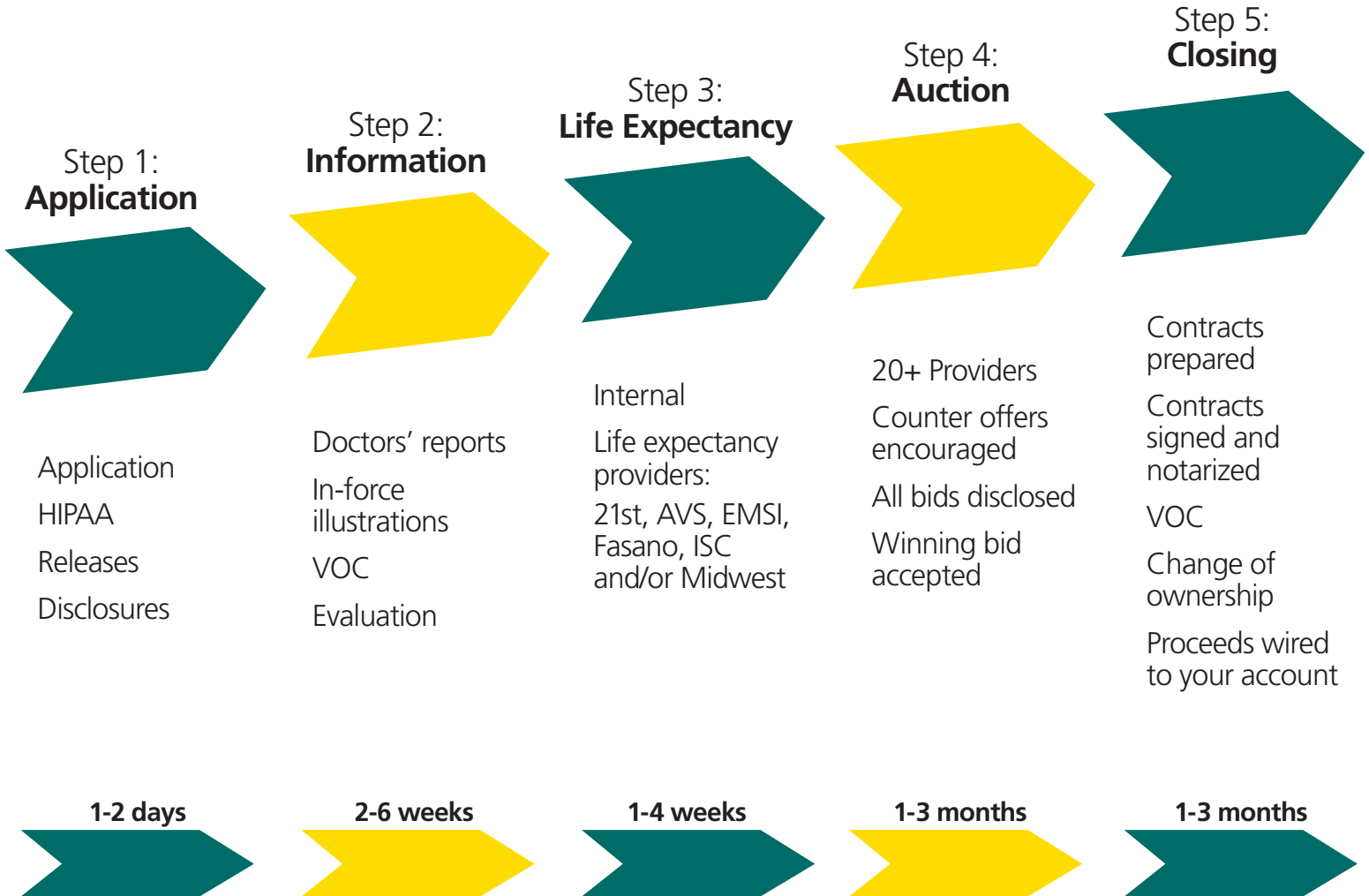
Because of the above, you should contact an attorney, accountant, estate planner, financial planning advisor, tax advisor, social services agency, your insurance company, or agent, as applicable, to find out what effect selling your policy will have on you.

**What if I have a complaint?**

You may file a complaint with the Department of Insurance in your state.



## Life Settlement Process



**VERIFICATION OF COVERAGE FOR LIFE INSURANCE POLICIES**

**SUBMITTED TO:** \_\_\_\_\_ **NAIC #** \_\_\_\_\_  
 Name of Insurance Company

**POLICY NUMBER:** \_\_\_\_\_

**SUBMITTED FROM:** \_\_\_\_\_  
 Name of Life Settlement Producer/Provider

**ADDRESS:** \_\_\_\_\_

**TELEPHONE NUMBER:** \_\_\_\_\_

**CONTACT:** \_\_\_\_\_ **TITLE:** \_\_\_\_\_

IF INFORMATION IS CORRECT, INSURER REPRESENTATIVE MAY PLACE A CHECKMARK IN THE BOX. OTHERWISE PROVIDE CORRECTED INFORMATION THROUGHOUT THIS FORM. AN ASTERISK INDICATES INFORMATION THE LIFE SETTLEMENT PROVIDER/PRODUCER MUST PROVIDE.

**POLICY OWNER'S AND INSURED'S INFORMATION**

	This column to be completed by Life Settlement Producer/Provider	This column to be used by Insurance Company
<b>Owner's name</b>	*	
<b>Address</b>	*	
<b>City, state, ZIP code</b>	*	
<b>Tax ID or social security number</b>	*	
<b>Insured's name</b>	*	
<b>Insured's date of birth</b>	*	
<b>Second insured's name (if applicable)</b>	*	
<b>Second insured's date of birth (if applicable)</b>	*	

I hereby consent by my signature below to release of information requested by this form by the insurance company to the life settlement producer/provider.

\_\_\_\_\_  
**Signature of policy owner** \_\_\_\_\_ **Date signed**

**IS THE POLICY IN FORCE?** \_\_\_\_\_ **YES** \_\_\_\_\_ **NO**  
 IF NO, SIGN, AND DATE ON PAGE 4 AND RETURN TO THE LIFE SETTLEMENT PRODUCER OR PROVIDER THAT SUBMITTED THE VERIFICATION OF COVERAGE.

**POLICY TYPE, RIDERS & OPTIONS:**

\* \_\_\_\_\_ **TERM** \_\_\_\_\_ **WHOLE LIFE** \_\_\_\_\_ **UNIVERSAL LIFE** \_\_\_\_\_ **VARIABLE LIFE**

If a question is not applicable to the type of policy, write N/A in the column.

	This column to be completed by Life Settlement Producer/Provider	This column to be used by Insurance Company
<b>Original issue date</b>	*	
<b>Maturity date of policy</b>		
<b>State of issue</b>	*	
<b>Does the policy have an irrevocable beneficiary?</b>	*	
<b>Is the policy currently assigned?</b>	*	
<b>Was the policy ever converted or reinstated?</b>		
<b>Is the policy in the contestability period?</b>	*	
<b>Is the policy in the suicide period?</b>	*	
<b>Please list all riders and indicate if any are in the contestable or suicide period.</b>	*	

**POLICY VALUES**

	This column to be completed by Life Settlement Producer/Provider	This column to be used by Insurance Company
<b>Policy values as of (insert date)</b>		
<b>Current face amount of policy</b>	*	
<b>Amount of accumulated dividends</b>		
<b>Current face amount of riders</b>		
<b>Amount of any outstanding loans</b>	*	
<b>Amount of outstanding interest on policy loans</b>		
<b>Current net death benefit</b>	*	
<b>Current account value</b>	*	
<b>Current cash surrender value</b>	*	
<b>Is policy participating?</b>	*	
<b>If yes, what is the current dividend option?</b>		

**PREMIUM INFORMATION**

	This column to be completed by Life Settlement Producer/Provider	This column to be used by Insurance Company
<b>Current payment mode</b>	*	
<b>Current modal premium</b>	*	
<b>Date last premium paid</b>	*	
<b>Date next premium due</b>	*	
<b>Current monthly cost of insurance as of (insert date)</b>		
<b>Date of last cost of insurance deduction</b>		

**TO BE COMPLETED BY LIFE SETTLEMENT PRODUCER/PROVIDER**

The information submitted for verification by the life settlement producer/provider is correct and accurate to the best of my knowledge and has been obtained through the policy owner and/or insured.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

**TO BE COMPLETED BY INSURANCE COMPANY**

The information provided by verification by the insurance company is correct and accurate to the best of my knowledge as of \_\_\_\_\_(date).

Insurance company: \_\_\_\_\_ NAIC # \_\_\_\_\_

Printed name: \_\_\_\_\_ Title: \_\_\_\_\_

Telephone number: \_\_\_\_\_ Fax number: \_\_\_\_\_

Signature: \_\_\_\_\_

*Please provide information about where the forms listed below should be submitted for processing.*

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Overnight Address: \_\_\_\_\_

City, State, ZIP: \_\_\_\_\_

Telephone number: \_\_\_\_\_ Fax number: \_\_\_\_\_

**FORMS REQUEST**

Please provide the forms checked below:

- Absolute Assignment/Change of Ownership/Viatical or Life Settlement Assignment
- Change of Beneficiary
- Release of Irrevocable Beneficiary (if applicable)
- Waiver of Premium Claim Form
- Disability Waiver of Premium Approval Letter
- Release of Assignment
- Change of Death Benefit Option Form (if UL)
- Allocation Change Form (if Variable)
- Annual Report
- Current In Force Illustration