

What to Look For When Going Through Your Block of Business For Policies That Are No Longer Needed or Wanted

Now's a wonderful time to submit policies for review as the capital currently exceeds the number of policies in the secondary market and good policies are receiving multiple offers once again.

The best candidates for life settlements are insureds ages 70+ who have experienced a decline in health since the policy was issued. The most likely situations that indicate a policy might be lapsed or surrendered and work as life settlements are:

- **The policyowner is no longer paying premiums**
- **Term policies that are going to lose the conversion privilege**
- **Death of a spouse or intended beneficiary**
- **Divorce**
- **A decline in estate value and/or decrease in estate tax liability**
- **Sale of a business or other illiquid asset**
- **Retiring or exiting for a business that has key person, buy/sell or executive bonus plans**
- **Bankruptcy or decline in the value of the business**
- **Funds needed for retirement, long-term care or to repay debt**

A review of your block of business may find policies that fit the above criteria. **Veris Settlement Partners** will price the policy using our advanced actuarial software. All we need is the name and date of birth of the insured, general information about the insured's health, policyowner state and a current illustration to maturity. Veris will then let you know if it's feasible to bring the policy to the market.

Since 2006, Veris Settlement Partners has helped policyowners receive over \$50 million more than if they surrendered their policies back to the insurance carrier. Veris Directors **Steve Shorrock** and **Russel Dorsett** served as CEOs of highly-rated insurance carriers plus Mr. Dorsett served as President of LISA, the Life Insurance Settlement Association. At Veris, our knowledge of the life insurance and life settlement market differentiates us from other intermediaries and makes us an indispensable partner from start to close.

For more information or to get pricing on your policies with our advanced software, please contact Veris at 631-239-6655.