



## LIFE SETTLEMENTS



The best candidates for Life Settlements are insured's ages 75+ who have experienced a decline in health since the policy was issued. Producers must be vigilant looking for life settlement situations, which is usually the time between the decision to lapse or surrender and when that actually occurs. The most likely situations that indicate a policy might be lapsed or surrendered are:

- A decline in estate value and/or a decrease in estate tax liability
- Death of spouse or intended beneficiary
- Divorce
- 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 value of business
- Term policies that are going to lose the conversion privilege
- Funds needed for retirement, long-term care or to repay debt
- Policy owner is not paying the premiums

**Contact Stephen Shorrock at VERIS Settlement Partners for guidance on Life Settlements**



Stephen Shorrock  
631-239-6655  
Steve@go2veris.com  
[www.go2veris.com](http://www.go2veris.com)