

An elderly couple is walking a dog on a leash through a field of tall, golden-brown grass. The man is wearing a blue button-down shirt and khaki pants, and the woman is wearing a white sweater, blue jeans, and a blue scarf. They are both smiling and looking at each other. The dog is a small, scruffy breed, possibly a terrier mix, and is walking on a path through the grass.

DOES YOUR CLIENT QUALIFY FOR A “HEALTHY INSURED” LIFE SETTLEMENT?

Valmark has a new specialty life settlement provider that is interested in buying policies on healthy insureds. They do not require medical records or Life Expectancies (LEs) to price or close the case. However, Valmark will still order Attending Physician Statement (APS) records on the insured to make certain we are meeting our fiduciary duty of “best execution.” Submission requirements are listed at right.

- Healthy individuals
- Insured ages: Female 78+ | Male 75+
- Death benefit of \$500,000+
- Policy in force for 2+ years
- No LEs or medical records needed for case submission
- Policy has a maturing extension rider to age 105+ (illustrations should show premiums flat to age 105)
- Guaranteed Universal Life, Universal Life, Indexed Universal Life, and sometimes Variable Universal Life policies accepted
- No mental impairments (e.g., dementia)



LIFE SETTLEMENT DISCLOSURE

- Actual offer will be dependent on your particular age and health status, the condition of our life insurance policy, and other requirements of the secondary market at the time of your settlement.
- In a life settlement agreement, the current life insurance policy owner transfers the ownership and beneficiary designations to a third party, who receives the death proceeds at the passing of the insured. As a result, this buyer has a financial interest in the seller's death.
- A policy owner should consider the continued need for coverage, and, if the policy owner plans to replace the existing policy with another policy, the policy owner should consider the availability, adequacy and cost of comparable coverage.
- Policy owners considering the need for cash should consider other less costly alternatives.
- When an individual decides to sell their policy, he or she must provide complete access to his or her medical history, and other personal information, that may affect his or her life expectancy. This information is requested during the initial application for a life settlement.
- After the completion of the sale, there may be an ongoing obligation to disclose similar and additional information at a later date.
- Individuals should discuss the taxation of the proceeds received with their tax advisor.
- Securities offered through ValMark Securities, Inc., Member FINRA, SIPC. Advisory Services offered through ValMark Advisers, Inc., an SEC Registered Investment Advisor. 130 Springside Dr., Ste. 300, Akron, OH 44333. 800.765.5201. NJL&C is a separate entity from ValMark Securities, Inc. and ValMark Advisers, Inc.
- ValMark Securities supervises all life settlements like a security transaction.
- A life settlement may affect the insured's ability to obtain insurance in the future and the seller's eligibility for certain public assistance programs, such as Medicaid, and there may be tax consequences.
- ValMark and its registered representatives act as brokers on the transaction and may receive a fee from the purchaser.
- A life settlement transaction may require an extended period of time to complete. Due to complexity of the transaction, fees and costs incurred with the life settlement transaction may be substantially higher than other securities.
- Once the policy is transferred, the policy owner has no control over subsequent transfers.
- If you are an investor or a buyer of a life insurance policy then you should be aware that:
 - Investment in a life settlement is highly speculative.
 - Although a substantial profit may be realized, a substantial loss is also possible.
 - The death benefit may never be paid.
 - Additional funds may need to be invested to pay premiums if the insured lives substantially longer than expected.