



Life Settlement Reference Guide

Buckeye Life Resources

Case Guidelines

Insured

| | |
|-------------------------|---|
| Age | Above ~ 75 (younger if health issues apply) |
| Life expectancy | Below ~ 15 years |
| Health arbitrage | Decline in health after policy issuance |

Policy

| | |
|----------------------|---|
| Type | Universal life & term conversions (primarily) |
| Death benefit | Above ~ \$200,000 |
| Issue date | More than two years ago |

Exceptions apply to these general guidelines.

Life Expectancy Chart *(in years)*

| <i>Age</i> | <i>Male</i> | <i>Female</i> | <i>Age</i> | <i>Male</i> | <i>Female</i> |
|------------|-------------|---------------|------------|-------------|---------------|
| 65 | 22.3 | 24.5 | 75 | 14.3 | 16.1 |
| 66 | 21.5 | 23.7 | 76 | 13.5 | 15.3 |
| 67 | 20.7 | 22.8 | 77 | 12.8 | 14.4 |
| 68 | 19.8 | 22.0 | 78 | 12.0 | 13.7 |
| 69 | 19.0 | 21.1 | 79 | 11.3 | 12.8 |
| 70 | 18.2 | 20.3 | 80 | 10.5 | 12.1 |
| 71 | 17.3 | 19.3 | 81 | 9.8 | 11.3 |
| 72 | 16.6 | 18.5 | 82 | 9.0 | 10.5 |
| 73 | 15.8 | 17.7 | 83 | 8.3 | 9.8 |
| 74 | 15.0 | 16.8 | 84 | 7.5 | 9.0 |

*Source: Valuation Basic Tables (Society of Actuaries)
Assumes average / standard health.*

Process Overview *(3-6 months)*

| | Step | Duration <i>(weeks)</i> |
|---|------------------------------|--------------------------------|
| 1 | Prequalification | < 2 |
| 2 | BLR's application | < 2 |
| 3 | Case development | 3-10 |
| 4 | Auction | 3-4 |
| 5 | Offer acceptance & closing | 3-6 |
| 6 | Ownership transfer & funding | 2-4 |

Case Viability

All that's needed to start the process is an in-force or conversion **illustration** run in the following way (and dated within two months):

Level premiums and a level death benefit to age 100, solving for \$1 or nominal cash value at age 100. Any outstanding policy loans should be illustrated as fully paid in Year 1.