



# Life Settlement Reference Guide

*Buckeye Life Resources*

## Case Guidelines

### *Insured*

<b>Age</b>	Above ~ 75 (younger with health issues)
<b>Life expectancy</b>	Below ~ 15 years
<b>Health arbitrage</b>	Decline in health after policy issuance

### *Policy*

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

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

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

## Process Overview *(3-6 months)*

	<b>Step</b>	<b>Duration</b> <i>(weeks)</i>
1	Prequalification	< 2
2	Case development	3-8
3	Auction	3-4
4	Offer acceptance & closing	3-6
5	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.*