

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
Cash surrender value	Below ~ 20% of the death benefit
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)*



Case Viability

All that's needed to start the process is an in-force illustration run in the following manner (and dated within 30 days):

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.

BLR's Prequalification Sheet will help with the preliminary evaluation, but it's not required.