

Parties to a Life Settlement Transaction

Buckeye Life Resources

| | Stakeholder | Role | Allegiance | Goal | Fiduciary duty | Licensure required? |
|---------------|-----------------------------------|--|--------------|----------------------------|----------------------|-----------------------|
| Seller | Policy owner / seller | Source of in-force life insurance to be sold in the secondary market. | Self | Maximize sale proceeds | n/a | n/a |
| | Advisor | Seller's representative charged with acting in the policy owner's best interests. May be a financial planner, insurance professional, estate planning attorney, trust officer, CPA or the like. | Policy owner | Sell high | Owed to policy owner | Yes (with exceptions) |
| | Life settlement broker | Seller's representative charged with acting in the policy owner's best interests. Oversees all facets of the sale on behalf of the seller. | Policy owner | Sell high | Owed to policy owner | Yes |
| Buyer | Marketing company * | Its role and allegiances are not clearly defined. Not a life settlement broker or provider, however, nor is it subject to any regulatory oversight. Given this ambiguity, sellers are wise to assume marketing companies are either buyers themselves or represent third-party buyers. | Unknown | Unknown | None | No |
| | Life settlement provider * | Buy-side broker that manages the acquisition of in-force life insurance on behalf of underlying buyers, whether they're affiliated or third-party funds. | Fund | Buy low | None | Yes |
| | Life settlement fund * | Pooled investment fund with a life settlement focus. May be a hedge or mutual fund, private equity group or similar institutional financier. | Investors | Buy low | None | No |
| | Investor * | Source of capital used to purchase in-force life insurance for investment purposes. | Self | Maximize investment return | None | No |

* May be affiliated | See next page

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