

# Buckeye Life Resources

*Fiduciary-minded Life Settlement Brokerage*

0 1 2 3 4 5 6 7 8 9  
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*Life Settlement #s*  
*Worth Remembering*  
9 8 7 6 5 4 3 2 1 0

- 75** Age at which most insureds begin to incur exponentially higher costs of insurance under universal life (UL) insurance policies, causing many policy owners to drop their coverage.<sup>1</sup>
- 12** Percent of UL policies that pay a death benefit (the rest are lapsed or surrendered).<sup>2</sup>
- 8** Multiple of a UL policy's cash surrender value paid by life settlements on average.<sup>3</sup>
- 11** How satisfied your clients will be on a scale of 1 to 10 if you recommend life settlements to them in lieu of lapsing or surrendering their policies.



Please consider me your resource for life settlements.

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<sup>1</sup> Trust-Owned Life Insurance Handbook (ITM TwentyFirst)

<sup>2</sup> Lapse-Based Insurance (Gottlieb & Smetters)

<sup>3</sup> 2021 Annual Market Data Collection Survey (LISA)