

Buckeye Life Resources

Life Settlement Fiduciary

0 1 2 3 4 5 6 7 8 9

0 1 2 3 4

*Life Settlement #s
Worth Remembering*

5 6 7 8 9

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.¹

12 Percent of UL policies that pay a death benefit (the rest are lapsed or surrendered).²

5 Multiple of a UL policy's cash surrender value paid by life settlements on average.³

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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¹ Trust-Owned Life Insurance Handbook (ITM TwentyFirst)

² Lapse-Based Insurance (Gottlieb & Smetters)

³ 2021 Annual Market Data Collection Survey (LISA)