



### Why Veris Settlement Partners?

- The four Directors of Veris (from left to right)—**Steve Shorrock, Russel Dorsett, Joe Young** and **Patrick Duke**—combined have over 85 years of life insurance experience. Mr. Shorrock and Mr. Dorsett previously served as CEOs of highly-rated life insurance companies. Also, Dorsett is the only life settlement broker serving on the Board of Directors for the Life Insurance Settlement Association (LISA).
- Our understanding of the *primary market* provides a unique perspective. We understand how and why insurance is sold in the first place as well as which policies are likely to work in the *secondary market* and how best to position and market them.
- Panel of 20+ Provider organizations, utilizing institutional funders only
- All gross offers fully disclosed and complete transparency in all transactions
- Errors and Omissions Coverage in place
  - Most E&O for agents does **not** cover life settlements
  - E&O coverage is extended to contracted producers
- Pre-case evaluation through owned life expectancy and actuarial pricing models
- Complete and compliant applications, HIPAA forms, releases and disclosures
- Extensive knowledge of regulations and requirements
- Regular e-mail blasts, webcasts, seminars and diverse marketing ideas

**We can find the right buyer at the right price!**



Veris Settlement Partners has an unprecedented depth of knowledge regarding life insurance, financial planning and the proper utilization of life settlements. We understand life insurance and its products, having been responsible for designing and launching dozens of products over the years, and how to maximize their value as life settlements.

We can help you to determine whether a life settlement is a viable option for your clients. Should you desire to proceed, we'll help you obtain the best possible value and guide you and your clients through what can be a rather complex transaction.

Examples in brochure of life settlements are based upon files brokered by Veris Settlement Partners, Inc. and are solely intended to demonstrate the potential benefits of a life settlement transaction and should not be relied upon as an indicator of the purchase price available for a life insurance policy. Average industry payout is approximately 20% of the face amount of a qualifying life insurance policy. (Conning Research & Consulting, Inc., Life Settlements—The Concept Catches On, 2006)



**Bringing Liquidity to Life**

9900 Belward Campus Drive, Suite 175, Rockville, MD 20850  
291 Main Street, Northport, NY 11768

Ph. 888-563-1113 Fax 240-314-0751 [www.go2veris.com](http://www.go2veris.com)



For agent use only. Not for use with the general public.

# Unlock the Hidden Value in...



## Your Client's Life Insurance Policy



**Bringing Liquidity to Life**

## Life settlements provide fair market value

The emergence of a secondary market for life insurance policies has created an important new planning tool for professional financial advisors and their senior clients. **Life settlements** can unlock the hidden economic value in life insurance, providing a whole new set of options.

Instead of “settling” the unwanted or unneeded policies through surrendering or lapsing back to the insurance company, life settlements provide a fair market value that is often multiples of the policies’ Cash Surrender Value. Life settlements provide the client immediate funds to maintain a desired lifestyle, increase retirement savings, fund long-term care needs, purchase more effective life insurance or make charitable gifts.

As a relatively new feature of the financial landscape, however, the secondary market can be complex. Obtaining the best possible outcome and fulfilling your obligations to the client requires expertise and experience, as well as a thorough understanding of the marketplace.

Life settlements have seen tremendous growth. Conning Research and Consulting reported that the market doubled from 2006 to 2007, resulting in \$12 billion in face value being settled in 2007. This number is still a fraction of what some predict will be the size in 10 years. The life settlement market will continue to show significant growth driven by an aging population and increased longevity.

As a dedicated and licensed life settlement broker, **Veris Settlement Partners** helps financial professionals succeed in this exciting new market. Under both current and proposed regulations, any advisor involved in a life settlement transaction owes the clients a fiduciary duty to solely represent their interests and obtain the best possible outcome on their behalf. This requirement cannot be met by taking the policy to one Provider.

## Some reasons for a life settlement:

- Premiums are no longer affordable
- The policy is about to lapse
- Surrender or lapsing a policy is being considered
- Ability to re-write for more effective coverage
- Owner has outlived beneficiaries
- Death of an insured of a Joint Survivorship policy
- Increased medical expenses or to pay for long-term care needs
- Gift money while living to family members or charities
- A business is sold and Key Person policies are no longer needed
- Changes in estate planning
- Underperforming policy

## Types of policies that qualify:

- Universal Life
- Variable Life
- Convertible Term
- Joint Survivorships
- Business insurance: Qualified or non-qualified
- Policies owned by charities
- Group Life
- Key Person policies
- Corporate-owned

## Examples of life settlements:

### 66-year-old female

**Suffered cancer and needs money to pay for medical expenses**

Face amount-\$532,000

Cash surrender value-\$0 (Term insurance)

Life settlement proceeds-\$255,000

### 82-year-old male

**University owns policy on alumnus, now 82 years old. Pursued life settlement due to ongoing premiums and desire to fund a current gift.**

Face amount-\$500,000

Cash surrender value-\$79,000

Life settlement proceeds-\$210,000

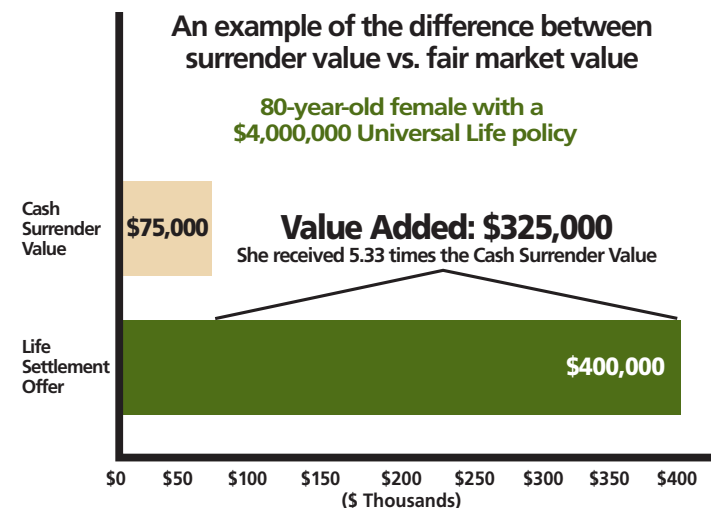
### 80-year-old female

**Premiums have become too expensive**

Face amount-\$4,000,000

Cash surrender value-\$75,000

Life settlement proceeds-\$400,000



**Bringing Liquidity to Life**