

Brokered Policies Example: Tarpon Springs Business Owner

Wealthy business owner, marine industry, 78.25-year-old male

- **\$2.4 million** John Hancock life insurance policy, trust owned
- Cash surrender value (amount the insurance company would have given the trust if the policy was surrendered): **\$122,000**
- Premiums: **\$82,466/year**

Policy Sold for \$626,400



Other Factors

- Medical: 36.9 BMI, heart issues, some falls
- Life expectancy: 92 months (7.6 years)

Reason for Sale

- Insurance was not needed anymore.
- Side note: This could have been structured as a Retained Death Benefit transaction whereas the trust could have received \$150,000 upfront and \$750,000 upon death. **WITHOUT PREMIUM OBLIGATIONS.**

Complimentary policy reviews, repositioning and sales.

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