Life Settlements

by GWE

“So far as reasonable safety permits, it is desirable to give to life policies the ordinary characteristics of property. To deny the right to sell except to persons having such an interest is to diminish appreciably the value of the contract in the owner’s hands.”

- Justice Oliver Wendell Holmes Jr.
Grigsby v. Russell decision from the U.S. Supreme Court in 1911

Top 4 Reasons To Sell Your Life Insurance Policy

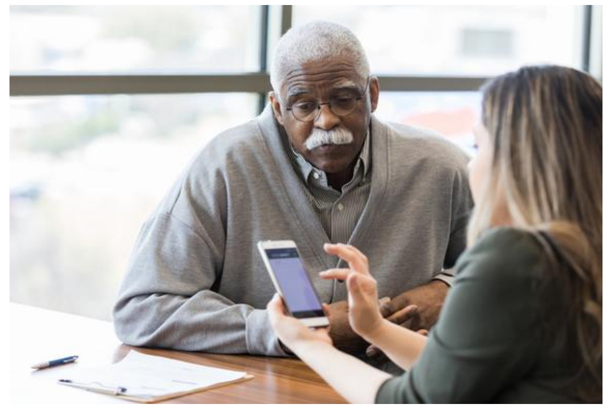
You spent decades working hard and managing your finances. You did not find success by leaving money on the table. If you are looking to optimize your earnings, it is likely that you are overlooking one of your highest valued assets.

If you have a life insurance policy with a benefit of over $500k, there’s a good chance you’re eligible to sell your policy. And there’s a completely safe way to do this that maximizes your return.

1. Most of our customers sell their policies for over four times the cash value their insurers offer. That's often enough to fund a dream vacation or fund a grand kids college education.

Life Settlement brokers are incentivized to get you the best offer possible. The more money earned by the client, the more money potentially earned by the broker. We set up an auction with up to thirty licensed and state-approved funds competing for a chance to buy your policy. Then we bring you the highest bid.

- If you don't like the offer, refuse it, and you pay nothing.
- Accept the offer and receive your check.



How does it work?
20-30 licensed funds place competing bids to buy your policy. You are presented with the highest bid. You are not obligated to accept. There's no risk. You can opt refuse. If you accept, a contract is signed. Money gets released to the client typically 6-8 weeks from the time the auction starts.

"According to a 2018 study by investment management firm Conning, $200 billion worth of life insurance will lapse or be surrendered each year through 2027 — all of which could qualify for a life settlement and be pocketed by the policy owner. And, according to research from the London Business School, a life settlement pays policy owners an average of over four times the policy's cash surrender value." - Forbes

2. The life settlements market grew from almost nothing in the late 1990s to US$12 billion of life insurance face values settled in 2008, and is expected to continue to grow*

*"*Conning & Co. forecast an average annual gross market potential for life settlements of $180 billion from 2014- 2023, with an average volume of approximately $3 billion per year in life settlement transactions."*
- "Life Settlement Industry Timeline"

The recent expansion of the life settlement market can be attributed to the changes in life settlement laws and regulations since 2008. The overdue passing of laws and regulations have increased consumer awareness, increased investor interest, brought back institutional capital, and returned an industry back to good health. Only a handful of states still have pre-2008 regulations in place. These laws and regulations have increased the quality and size of the market.

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3. This is now a mainstream offering with specific tax regulations associated with it, and it is the right of a policy owner to take advantage of this opportunity.

Most policy owners are unaware that they can sell their policy. You can retire with more money, and there's no risk. Years ago, life settlement was a disorganized and under-regulated process with many actors taking advantage of an older audience. It has retained that stigma, but no longer deserves it.

The Tax Cuts and Jobs Act of 2017 has increased the growth trend in life settlements industry given the increased estate tax exemptions. Additionally, the TCJA clarifies the previous tax Ruling 2009-13 and eliminates the requirement to remove cost of insurance (COI) from the cost basis of a policy sale thereby putting policy sale on a level playing field with policy surrender resulting in more favorable tax treatment for the client.

4. Life Settlements by GWE has a fiduciary duty the policy seller, to pursue the highest possible offer. Offers are getting higher. Interest rates are lower - investors are more attracted than ever!

A broker will negotiate with multiple funders to help you receive the highest possible offer in the secondary market, whereas a provider (a secondary market funder) will quote you a single offer and agree to directly purchase your policy. This competitive marketplace is your advantage.

Your life insurance policy is an asset you own and have every legal right to sell. Contact us today for a free assessment and start imagining a more luxurious retirement plan.