

# GBS Insurance & Financial Services, Inc

## Life Settlement Brokerage Division

### **Case Study #1**

One of our brokers has a client age 84, who did not want to continue paying for his \$375,000 UL policy that he felt he no longer needed. He wanted to lower his living expenses by no longer having to pay the premiums and was looking forward to receiving the cash surrender value of \$5,650.

Fortunately, the broker spoke to our Life Settlement Brokerage Division, for an alternative life settlement value. After a couple months of preparing and shopping the policy we were able to obtain a life settlement offer of \$165,000 and was able to provide the client with \$142,500!

The client ultimately used the proceeds to purchase a SPIA from the broker and was able to increase his income substantially. Our broker earned a commission of \$13,750 for the settlement transaction plus the compensation for the SPIA sale.

### **Case Study #2**

One of our brokers has a client age 69 who had a \$5,000,000 term policy that was about to expire. The term policy had done its job by providing the protection she wanted for her family. While the term policy was able to be converted to a permanent UL policy, she decided the coverage was no longer needed and was going allow the policy to lapse.

The broker spoke to our Life Settlement Division for an alternative to allowing the term policy to lapse. We were able to obtain a life settlement offer for the converted policy of \$620,000 and able to provide the client with \$520,000 plus reimbursement of the conversion premium!

The client ultimately invested the proceeds with the broker. Our broker earned a commission of \$75,000 for the settlement transaction plus the compensation for the term conversion of \$119,000.

Total Commission to producer = \$194,000

- Not bad for a term policy that was going to lapse!

Contact us today to learn more about Life Settlements:

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