

Robin & Peter on LIFE SETTLEMENTS



March 31, 2011

Learning More About Life Settlements

A survey published in the March, 2011 edition of the *Agent's Sales Journal* revealed that agents felt that the number one biggest help in the successful completion of a life settlement would be additional training/education.

Interestingly, this need was shared by both agents who have completed a life settlement and those who have not. The greatest area of educational interest was in laws and regulation affecting life settlements. (It's nice to see that, for most producers, staying out of trouble is more important than making money!)

Doing business with the right life settlement broker can afford you the opportunity for more education as well as the security that they have dedicated significant resources to comply with state laws and regulations. The right settlement broker also means that you can rely on their expertise and experience. Receiving our newsletter each month is one way to put you ahead of many of your competitors and keep you informed of the latest developments in the life settlement industry.

Our producers indicate that our marketing materials are valuable aids for learning about life settlements. If you haven't seen them, take a look at our [Guide for Professional Advisors](#) as well as our other materials, [Where Does a Life Settlement Fit?](#) and the [Life Settlements Qualifying Worksheet](#).

Given the sentiment expressed in the *Agent's Sales Journal* survey and because keeping our producers informed is one of our most important goals, we are putting on an educational webinar.

Webinar: Update on Life Settlements

Wednesday, April 13, 12:00 (noon) to 1:00 pm EDT

[Click Here to Register](#)

The webinar will update you on the tax laws and regulations, help you to identify what policies will qualify for a settlement, give you information to share with accountants,

attorneys and trust officers (who are oftentimes the best source of business), update you on new funding sources and give you a general overview on the state of the market.

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