

Robin & Peter on LIFE SETTLEMENTS



Issue No. 122, April 12, 2022

Now's the Time to Talk with Accountants about Life Settlements!

With the end of tax season upon us, it's a great time to make sure that all the accountants that you know, or wish to know, are aware of life settlements. At this time of year, they are most up to date on their clients' finances and any significant changes that may have occurred over the past year.

Many accountants remain unaware of life settlements as an alternative to the lapse or surrender of a life insurance policy. Sharing information with them about settlements is a terrific way to differentiate you from the competition and can be a great conversation starter.

Because accountants are now most current on their clients' financial pictures, it's the perfect time to familiarize them with the various situations where a life settlement could benefit their clients:

- retirement,
- cash flow issues,
- the sale or termination of a business,
- bankruptcy or an adverse change to a client's financial situation,
- the death of a spouse or other intended beneficiary,
- divorce, and
- the loss of a job.

Additionally, in 2022, the estate tax exemption is \$12.06 million for individuals and, with portability, \$24.12 million for married couples. As a result, clients may

have a significantly reduced estate tax liability. Many clients that have purchased life insurance policies to offset estate taxes may no longer need as much. These unneeded policies are frequently great opportunities for life settlements.

The end of tax season represents a once-a-year opportunity to get in front of accountants on a most timely basis. But don't limit your efforts to accountants as it is also a good time to be sure that all advisors, not just accountants, are aware of life settlements. By uncovering the hidden value in unwanted or unneeded policies, you can make an advisor a hero to their clients!

To make it easy for you to both know what to say as well as to have something to send or leave behind, you can request a copy of our *Life Settlement Guide for Professional Advisors*. Additionally, we can supply you with a prospecting letter specifically written for advisors. Just give us a call and we'll be glad to send both to you.

Remember, the proceeds from a settlement can make a really meaningful difference in people's lives. There is no better time than now to make advisors aware!

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