

GLENLIA

SETTLEMENTS

Glenia Professionals Overview

Helping agents provide their clients with a valuable alternative to lapsing, surrendering, or failing to convert their Life Insurance



AS FEATURED ON:



The New York Times

INTERNATIONAL
Herald Tribune

Life Settlement Fundamentals

The Problem at Large: 1.1 million seniors lapse or surrender their Life Insurance policies every year, with millions more struggling to pay premiums and failing to convert their term life to permanent life.

Inherently, the lapse of a Life Insurance Policy or a failure to convert to Permanent Life provides **no value** to the senior or their Life Insurance Agent. The only party that ultimately receives value from a lapsed Life Insurance Policy is the insurance carrier (lapsed based pricing).

How does one keep a policy in-force and create value?

- A Life Settlement is a transaction where an institutional buyer on a regulated secondary market purchases an existent Life Insurance policy from the policyowner for cash, becoming the new owner, assuming responsibility for future premiums and conversion costs. The nature of the transaction is quite similar to a real estate transaction, often taking 6-12 weeks to transact start to finish.
- “Selling a Life Insurance policy can pay seniors an average of **4 to 11 times** more than what they would receive from the insurer for a surrendered policy.” – US Government Accountability Office (2010)

Life Insurance payout for a lapsed or expired policy:

\$0

Average Glenlia Settlement payout:

\$25% of Face Value

Value Proposition for your Clients

Helping your qualified clients navigate Life Settlements creates value for them that would have been left behind.

Common Reasons that clients seek Life Settlements,

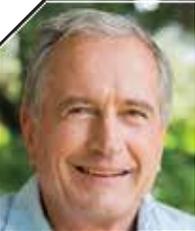
- A policy has grown unaffordable or burdensome for the client to keep in-force
- The costs of converting to permanent life are unreasonable for the client
- A client no longer needs the level of coverage that they have in-force, often for estate planning purposes
- A client is experiencing increased costs of their retirement or for their medical care, costs that require more access to liquidity
- A client simply wants to have access to more money, versus continuing to make premium payments for their existent coverage
- A client would like to access money to make an investment or cover expenses within their business

A Life Settlement can be a valuable solution for your client that is at risk of losing their coverage or who no longer wishes to keep their coverage in-force.



Recent Transactions

Glenlia Settlements, a BBB accredited Life Settlement brokerage, has helped hundreds of seniors and their families experience the value created by a Life Settlement transaction. Each policy is listed at auction where the highest bidder is located on the regulated Life Settlement market.



LIFE SETTLEMENT
25.0%
OF FACE VALUE

POLICY SUMMARY
Policy Face Value\$500,000
Annual Premium..... \$10,000
Surrender Value\$22,000

HEALTH SUMMARY
Age | Gender74 | Male
Health Status.....Fair

\$125,000
Negotiated for John



LIFE SETTLEMENT
38.0%
OF FACE VALUE

POLICY SUMMARY
Policy Face Value.....**\$1,700,000**
Annual Premium.....\$50,000
Surrender Value\$75,000.00

HEALTH SUMMARY
Age | Gender82 | Male
Health StatusPoor

\$646,000
Negotiated for Marcus



LIFE SETTLEMENT
59.0%
OF FACE VALUE

POLICY SUMMARY
Policy Face Value..... **\$500,000**
Annual Premium.....\$20,000
Surrender Value\$15,000.00

HEALTH SUMMARY
Age | Gender 74 | Female
Health Status..... Poor

\$295,000
Negotiated for Mary



LIFE SETTLEMENT
11.2%
OF FACE VALUE

POLICY SUMMARY
Policy Face Value..... \$300,000
Annual Premium..... \$6,000
Surrender Value\$9,000

HEALTH SUMMARY
Age | Gender71 | Male
Health Status..... Below Average

\$33,600
Negotiated for Thomas

Why partner with Glenlia Settlements?

Glenlia Settlements serves as a guide to both you and your clients to navigate the Life Settlement market. We provide you with turn-key back-office support, removing all the stresses of underwriting and bringing a policy to market, ultimately locating the highest possible bidder for your client. Our service is of absolutely no-cost to either you or your client.

Always Locating the Highest Bid

Glenlia is one of the Life Settlement industry's fastest growing brokerages with the most competitive incentives for both you and your clients. Unlike a direct purchaser whose primary goal is to purchase your client's policy for the lowest amount of money, our brokerage is incentivized to locate the maximal offer. At Glenlia, we shop the entire market for your client through the utilization of our trading desk technology. We pit the direct purchasers against one another in an auction context, resulting in the location of the highest bid. Our average brokered Life Settlement transaction results in a cash offer equivalent to 25% of the policy's death benefit.

We Handle Everything, Start to Finish

Our brokerage takes care of every step that is required to underwrite, locate bids, and ultimately close the sale of a life insurance policy on the secondary market, all at no cost to you or your client. We understand that financial service professionals are busy, and often do not have the available time to offer more products/services than they already provide. All that needs to be done on your end is the referral of qualified clientele from your book of business.

Create a New Stream of Revenue for your business + Client Satisfaction

Referring clients to Glenlia creates new revenue for your line of business, with minimal time invested by you, in addition to the newfound value created for your clients. By simply referring qualified clients to our brokerage, we will provide you with compensation that is a percentage of the price a policy ultimately sells for. You're also entitled to the commission associated with converting a term life policy to permanent life, the new owner of the policy will pay the associated premiums to convert the policy.



Who Qualifies For A Life Settlement?

While most senior clients qualify for Life Settlement, there are certain criteria that improve the chances of their policy receiving a strong offer. There is **no cost, no credit check, and no obligation** involved in a client applying for a Life Settlement offer. All client information is confidential.

- 1 The policyowner needs to be over the age of 70, unless they suffer from severe health complications.
- 2 Insurance type that is one of the following: Universal Life (UL), Survivorship Universal Life (SUL), Convertible Term Life, or Whole Life (WL). Many seniors are not aware that their Term Life is convertible.
- 3 Death Benefit (face amount) equal to or more than \$100,000.
- 4 Active, in-force policy for a minimum of 2 years (the policy is at least 2 years old).

3 Simple Steps taken by your client to receive an offer

- Step 1** Client fills out the application.
- Step 2** Client receives offers for their policy at auction.
- Step 3** Client gets paid at closure; commissions disbursed.



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