



**The Lighthouse Life
Settlement Advisor Program**

Help seniors benefit from
what's rightfully theirs—
their life insurance.

You've seen the data. The number of seniors at risk of not having enough to live on is growing. Many don't know that life settlements can be a valuable resource for help with post-retirement financial or healthcare needs. In fact, life settlements offer on average four or more times the cash surrender value of their life insurance policies. That's why we passionately advocate for life settlements to be an important financial option for seniors.

A man with a beard and curly hair, wearing a dark blue suit and tie, is leaning forward and talking to an older man with white hair. They are sitting at a table with papers and a pen. A window in the background shows greenery outside.

Life settlements: **A valuable alternative to lapsing or surrendering a policy.**

The National Association of Insurance Commissioners recommends life settlements as a way for seniors to finance their long-term care. Life settlements are highly regulated across the U.S. and offer exceptional consumer protections.

The Advisor Program. Value. Efficiency. Transparency.

You are authorized as our “agent.”

- Advisors and their firms contract with Lighthouse Life, establishing an agency relationship similar to an appointment of producers by insurers.
- Advisors educate and recommend quick, no-cost, policy appraisals and, if qualified, policyowners receive life settlement offers from Lighthouse Life.
- Qualified insureds are generally age 70 and over with policies of at least \$100,000 and have had a change in health since the policy was issued.
- Advisors refer qualified policyowners directly to us, via a secure Advisor Portal.
- No additional licensing is required of Advisors or firms. And no public reporting of Advisor or firm activity on behalf of Lighthouse Life is required.

We’re compliance-focused for Advisors and firms. Count on us for:

- Disclosure to policyowner of non-exclusive “agency” relationship with Lighthouse Life.
- Suitability checklist completed by policyowner.
- Mandatory competency certification for insured-owned policies, by their own physician.
- Requirement that policy beneficiaries acknowledge the life settlement transaction.
- Lower fees vs. traditional, multi-layer life settlement broker commission structure, including full disclosure to seller.

- Professional liability (E&O) coverage for both Advisors and firms provided by Lighthouse Life.
- Comprehensive due diligence package available for approval by broker-dealers, registered investment advisors and insurance firms.
- Lighthouse Life transactions are funded exclusively with institutional capital.

We drive process from start to finish.

- Advisors submit a referral through the Advisor Portal and a member of the Lighthouse Life client relationship team guides the policyowner through the process from start to finish.
- Lighthouse Life conducts expedited intake interview to collect medical and policy information, and, if appropriate, makes an offer to purchase qualified policies within 3-5 days.
- Policyowners can receive life settlement proceeds within 45-60 days from the start of the process.
- Advisors are provided real-time updates on the status of cases they’ve referred.
- Fully-disclosed referral fees are paid to Advisors and their firms within five (5) business days after the applicable state rescission period for each policy purchased.

Consider the opportunities for financial professionals and firms.

Life settlements generate “found money” for living in retirement.

Life settlements pay policyowners an average of four or more times the policy’s cash surrender value. This “found money” creates new opportunities for you to help your clients. Do they need resources to fund retirement planning objectives, costs of living, healthcare or long-term care? What new or existing income replacement products might be useful?

Re-engage with senior clients.

Nothing is more satisfying than being able to assist clients who are in real need of a solution that can truly benefit them. Helping with a policy appraisal is a great way to start.

Attract a new generation of clients to your practice.

Life settlements often provide financial benefits and relief for entire families. That’s an opportunity for you to establish or enhance relationships with the adult children of senior policyowners.

Expand your offerings. Network. Grow.

Many Advisors tell us that life settlements have helped them expand their practices. Discussions, appraisals and networking around an innovative product that addresses a widespread need is a smart way to grow your practice.



**Why life settlements?
Why now?**

\$200B

VALUE OF SENIOR-OWNED
LIFE POLICY BENEFITS
THAT TERMINATE EVERY
YEAR, BUT MEET LIFE
SETTLEMENT CRITERIA

\$85B

VALUE OF SENIOR-OWNED
LIFE POLICY BENEFITS
WORTH \$100K TO \$1MM
THAT TERMINATE EVERY
YEAR, BUT MEET LIFE
SETTLEMENT CRITERIA

75%

SENIOR-OWNED TERM
AND UNIVERSAL LIFE
POLICIES THAT WILL
TERMINATE WITHOUT
PAYING A DEATH BENEFIT