

Selected Topics in Insurance: How Financial Advisors Can Add Value

**Presentation to the Alliance of Cambridge Advisors
July 26, 2006**

Annuities

1. Make the case for waiting to buy
2. Use annuities in a tax-free exchange from an unwanted life insurance policy

Reading: Annuities: Beyond the Sales Pitch (annuities072506.pdf)

No-lapse universal life

1. Explain the disadvantages as well as the advantages
2. Help your client take advantage of the premium flexibility provided by the policy

Reading: Understanding No-Lapse Universal Life (nolapseul072506.pdf)

Life settlements

1. Discuss other options (keeping the policy as an asset for beneficiaries, waiting to sell)
2. Obtain an independent appraisal
3. Set up a bidding process that will benefit your client
4. Negotiate the life settlement broker's commission.

Reading: What's My Policy Worth? sample report (wmpwsample060106.pdf)