



## *Long-Term Care Life Settlements Case Studies*

### **Life Settlement Success Stories**

---

#### **A Son helps his mother move into assisted living**

##### ***\$100,000 death benefit***

The applicant's son called to inquire about how to rescue a life insurance policy they were planning to abandon. His mother was unable to live at home alone any longer, and they were looking into Assisted Living but needed financial help. Their mother owned a \$100,000 life insurance policy. He completed a Policy Review application and submitted it along with policy information, authorizations and medical records. Within 30 days, the application was approved, and the \$2,000 monthly Long-Term Care Benefit payments began that same day. The family moved their mother into the Assisted Living community where she was hoping to reside with a number of her friends and relatives. By adding \$2,000 a month to what they already had available to pay for her care, instead of moving her into their home and trying to hire home health aides, they were able to move their mother into the community where they all wanted her to be.

- \$35,000 Total LTC Benefit
  - \$2,000 Monthly Benefit Payment
- 

#### **Policy owner about to abandon a term policy discovers it's a tax-free way to pay for needed long-term care**

##### ***\$500,000 convertible term life policy***

The policy owner was about to abandon a life insurance policy because they couldn't afford the premiums. The policy owner was experiencing declining health and had just completed an extended skilled rehabilitation stay of 6 weeks. The agent contacted us to see if we could take a look and possibly help them with a LTC-Life Settlement. We reviewed the case and analyzed the more recent rehab records and within a week we were able to determine that the policy owner would qualify to settle their policy. The family moved forward with the LTC-Life Settlement and was able to immediately enroll in a Long-Term Care Benefit Account. We were also able to help them access a selection of homecare companies to make sure the client would be receiving the best possible care—which they could now afford.

- \$200,000 Total LTC Benefit
  - \$5,000 Monthly Benefit Payment
-

---

## **Policy owner settles policy to pay for Assisted Living community before being evicted**

### ***\$400,000 Universal Life Policy***

A policy owner with a \$400,000 UL owned a life insurance policy running out of cash value and could not afford to make future premium payments. The policy owner was already a resident of an assisted living community and was running out of money. The size of the policy and his need to pay for health care services made the policy owner a perfect candidate to settle the policy to fund a tax-free Long-Term Care Benefit Account. After working with the assisted living community to analyze the health needs of the policy owner, it was determined they would be able to receive significant settlement value from their policy to start covering their monthly costs. Within 30 days, the policy was settled, and the tax-free funds were placed into their Long-Term Care Benefit Account, providing enough funds to cover the costs of the assisted living for the next 3 years.

- \$175,000 Total LTC Benefit
- \$4,000 Monthly Benefit Payment

---

## **Husband and Wife use both life insurance policies to pay for all of their Senior Care needs together**

### ***Two \$300,000 non-convertible term life policies***

A husband and wife owned \$300,000 term life policies on each other. They were beyond the policy conversion deadline and the premiums had become too expensive for them to maintain. There was no market for two non-convertible term life insurance policies, so the husband and wife decided to stop paying premiums and let them lapse. The policies were in grace and within days of lapsing, but their agent was aware of the LTC-Life Settlement option and reached out to see if there was anything that could be done with these non-convertible term policies. The policies were quickly reviewed, and their health care needs were determined. It was confirmed that they were eligible to settle their policies to help them pay for homecare services for the next three-five years. Knowing that they would be able to sell the policies to enroll in the program, the premiums were paid and the policies were restored to in-force status. Once the policies were re-instated, the closing process was completed quickly so that they could enroll in the LTC-Benefit, and they were set up with a homecare company to begin giving them the healthcare they need. In less than 45 days, both policies were settled, and the couple enrolled in the LTC-Benefit program with enough in their Benefit accounts to cover their long-term care needs for years-- using policies that were rescued just a day before lapsing.

#### Policy A:

- \$100,000 Total LTC Benefit
- \$5,000 Monthly Benefit Payment

#### Policy B:

- \$75,000 Total LTC Benefit
- \$2,000 Monthly Benefit Payment

---

## Son helps his mother convert policy and move into assisted living before he deployed for Afghanistan

### *\$100,000 death benefit*

A family was struggling with how they would pay for the costs of moving their mother into an assisted living community. Increasing the pressure was the fact that her son was going to be leaving for Afghanistan within 90 days for a tour of duty with the military. Their mother owned a \$100,000 life insurance policy that was going to lapse if they did not immediately make an expensive premium payment. The family was trying to determine what their options with the policy might be, when the assisted living community suggested that they contact consider using a LTC-Life Settlement with their life insurance policy to fund a Long-Term Care Benefit Account. Before the policy could lapse, they completed to Policy Review and settlement process which allowed them to immediately move their mother into the community. There was still time for her son to help her move-in and get settled before he left for Afghanistan later that month.

- \$39,000 Total LTC Benefit
  - \$2,100 Monthly Benefit Payment
- 

***SIGN-UP FOR A FREE ZOOM WEBINAR BY TEXTING: (321) 848-3838  
MONDAYS @ 7 PM, or SCHEDULE YOUR OWN PERSONAL WEBINAR***



Lori Peery, Financial Services Advisor

Certified Long-Term Care Specialist

Life, Health, Annuities

Phone: (321) 848-3838

[PeeryAgency@gmail.com](mailto:PeeryAgency@gmail.com)

[www.LauraPeeryAgency.com](http://www.LauraPeeryAgency.com)

BOOK AN APPOINTMENT: [Lori's Calendar](#)

*Helping People Make Smart Choices About Their Future*

Licensed in FL, WA, NC, PA, CO, CA, TN.

***The Peery Agency helps seniors build and live a well-balanced retirement and gives advisors new tools and revenue streams for their practice. Our mission is to provide people with information and access to the best available resources for financial planning, health/long-term care security, and lifestyle enrichment.***

***Nothing herein should be construed as investment, insurance, securities, tax, or legal advice. Consumers should consult their own tax, legal, and/or financial advisors before engaging in any transactions. The information contained herein does not provide and advice as to the value of securities or as to the advisability of investing in, purchasing, or selling securities or insurance products. Decisions based on this information are the sole responsibility of the reader. The information contained herein is not an offer to sell or a solicitation of an offer to buy any security or any investment or insurance product or service.***