



VULSOURCE.COM

SALES SUCCESS STORY

Survivorship VUL can be a great product for covering an estate tax liability and provide flexibility for a trust to use potential cash value accumulation for various needs in later years. Especially if both individuals are healthy, it makes it easier for underwriting.



OPPORTUNITY SNAPSHOT



OVERVIEW

- The wire house representative liked the fact that Lincoln has no restrictions on what sub-accounts can be selected for the investments.
- Additionally, being investment oriented, he liked having 60+ investment options in order to build an aggressive portfolio for the clients within the trust owned policy.
- Another consideration for the financial professional was the no-lapse guarantee, because he didn't want to ever come back to the client and ask them to put more premium in than was planned.

RESULT

- The case was placed and the family is ready to meet their estate tax obligations and provide additional income support where needed.

Want to learn more? Contact:

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Survivorship VUL on a healthy couple for \$256,000 in target

- It was determined that in the state of Washington, this particular couple would be facing a \$10.5 million estate tax liability. The family had an estimated net worth well over \$30 million. They also owned a business that needed to be protected, as well as two children that they wanted to treat fairly following their passing. They also have eight grandchildren. This policy would be owned in an ILIT and it was important to have the ability to distribute any cash value from the trust if needed in later years.
- It isn't often the case where the client says they are healthy, and they actually end up being preferred rated. Both were in their 50's and got through underwriting easily.
- The attorney and CPA were quick to approve the plan and it was important to the client to have a lifetime no-lapse guarantee, which Lincoln's product proved to be the best in this situation. They also needed flexibility that cash value life insurance brings for the trust.