

# AN INVALUABLE RESOURCE FOR TRUSTEES



## POLICY PERFORMANCE EVALUATIONS™



### THE SITUATION

The Policy Management Company (PMC) partnered with a large law firm responsible for supervising 120+ life insurance policies totaling over \$260M in death benefit from 26 different insurance companies. The policies were held in trusts managed by the firm.

120+ LIFE POLICIES	26 INSURANCE COMPANIES	>\$260M DEATH BENEFIT
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The firm did not have a process to evaluate the performance of the policies. The PMC completed **Policy Performance Evaluations™** on all 120+ policies to assess their trajectory and viability.



### THE PROBLEM

Eleven of the policies had already lapsed, unbeknownst to the law firm. **Only 33% of the policies were on track to achieve their objectives.** The remaining 66% either needed a variety of adjustments or it was determined that coverage could be improved for the client through a replacement policy.

11 POLICIES LAPSED	33% MET OBJECTIVES	66% NEEDED ADJUSTMENT
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### THE SOLUTION

Improvements were made, including increased death benefit, extension of coverage durations, reduced future premium, and improved policy efficiency.

Issues were resolved, including preventing premature lapses, concerns with carriers, decreased crediting rates, problems with premium payments, and errors with beneficiary designations.

\$23M EXISTING COVERAGE RESTRUCTURED	\$46M OF NEW COVERAGE PLACED	72 INSURANCE TRUSTS IMPROVED
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### OUTCOME

- Trustee's robust block of policies is now on track to deliver on intended promises.
- Grantors and beneficiaries are well taken care of with policies that meet their needs.
- An invaluable resource was identified for life insurance expertise and guidance.



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All statistics and information are sourced from an active PMC engagement as of May 2023. | Client experience may vary. | Securities offered through Valmark Securities, Inc. Member FINRA/SIPC. Investment advisory services offered through Valmark Advisers, Inc., a SEC Registered Investment Advisor.