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# HOW A BROKER ADDS VALUE TO A LIFE SETTLEMENT

As a broker we strongly believe it is in the agents and clients best interest to apply with a experienced licensed broker when trying to get an offer on a Life Settlement case. Of course the obvious reason for using a broker is that they will shop the market among the vast array of potential funding sources and get the highest possible offer. New funding sources are coming into the industry everyday and it is our job to do all the due diligence on the potential funder and make sure that they have the proper credentials and a legitimate escrow agent that can show proof of funds. Since every funder's buying parameters are different we evaluate every case and only send it to the sources that can bid on it.

The true value in using a broker will be realized when the agent goes direct to a funding source but then also applies with a broker. Not only will the broker do all of the processing and packaging that is required to market the case, but also will leverage the funders against one another and create a bidding war. This drives up the price exponentially which in turn, satisfies the agent's fiduciary responsibility to the client by, looking at all of the possible options and getting the highest pay out for the unwanted policy.

A reputable broker such as Trinity Financial Services will make sure that the funding source and the agent are always compliant with the state in which the policy is owned out of and also fits the guidelines of the NAIC Model Act regarding Life Settlements. Currently there are about 16 states

that have passed legislation concerning Life Settlements. This regulatory environment changes almost daily, so it pays to have a broker who is in tune and will not let you be subject to any fines, penalties or liabilities. Because of growing regulation and compliance more and more broker/dealers are now participating in Life Settlements and using qualified brokers to shop the market and facilitate the transaction.

When Trinity Financial Services is acting as the broker, we handle all of the cost associated with processing that case not the agent or client. We will pay for the APS and medical records dating back 5 years on the insured's health. We also pay for all of the life expectancy evaluation reports from the top LE providers, which are needed to price the case. Our qualified staff will order all the policy illustrations needed and a verification of coverage form from the insurance carrier. Knowing how to illustrate a particular policy to meet a specific funder's parameters will not only save time but will enable the funding source to price the policy more aggressively.

At the end of the day, the agent is doing a greater service for his client by applying with a broker. The additional funds created by using a broker can be put towards a replacement policy or other wealth accumulating investments. When this financial strategy meets all the needs of your client and their estate, you truly have done your job to the best of your abilities and fulfilled your fiduciary responsibility to that client.

## FAST FACTS

- **Currently using 32 institutional and private funding sources**
- **You and your client are fully compliant**
- **Process all necessary documentation to package each case accordingly**



*"A Full Service Life Settlement Broker"*

For any questions or additional information please contact Trinity Financial Services at  
**866-870-8746** or  
**www.trinityfinancialllc.com.**