

Leveraged Planning® Loan Highlights

Simplified Funding for Your Client's Planning Needs

CLIENT PROFILE

- Insurance for business needs (e.g. key-man, buy/sell, etc.), retirement income, estate planning, or wealth transfer
- Consideration begins with unencumbered assets equal to or greater than \$1,000,000
- Good cash flows and debt/income ratios, liquidity
- Acceptable Credit History

LOAN DETAILS

Term/Loan Size

- 10 year loan term
- Minimum initial premium: \$50,000 (minimum loan sizes may vary based on carrier requirements)

Collateral

- Generally no personal guaranty required*
- Cash, letter of credit, CSV from approved carriers/products
- 100% of policy CSV is applied

Ownership Structure

- Borrower is an entity such as a corporation, or trust
- Collateral Agent is a U.S. national bank

INTEREST RATE OPTIONS

Variable

Libor or Prime + Spread
Adjustment options are customizable.**

Fixed

Adjustment options are customizable.**

Custom Rate Options

Rate structures are customizable based on loan size (caps, buy downs and structure switches available).**

PAYMENT OPTIONS

Current Pay

Interest (only) is paid on a current basis.

Rollup

Interest payments are rolled into the loan.***

Custom Payment Options

Payment options are customizable based on loan size.**

PLAN FEATURES/BENEFITS

- Closing - on your timetable
- No out-of-pocket closing cost
- Preliminary offer within 48 hours
- Broad range of insurance carriers and products

Fees & Expenses

- A one-time loan origination/application fee up to 1% may be charged - fee may be paid or capitalized
- Insurance commission split may apply for life insurance or annuity

Case Submission Requirements

- Completed Loan
- Underwriting Form
- For business loans:
 - Documents include Income
 - Tax Returns (personal and business) for previous 2 years; articles of incorporation; interim balance sheet and income statement, etc.
- For trust-based loans:
 - Personal guaranty
 - Trust/ILIT documentation
- Please see the Case Submission Procedures & Requirements document for full details of required information

* Trust based loans may require personal guaranty

** Call for details

*** When allowed by insurance carrier

» Loans to ILITs generally require a signed personal guaranty document.

» For ILIT based loans, carrier-specific lending requirements may vary from those published above. Please consult carrier for their specific requirements.

» For refinance or in-force funding cases, loan requirements may vary from those outlined above.

» All rates and terms are subject to change without notice.