

Case Studies

Polsar Financial has worked with nonprofit organizations, foundations, financial institutions, individuals and others to discover and recover crashing universal life (UL) insurance policies. Below are four examples where it paid to have UL policies put through the Polsar Audit Process™.

Rescue Opportunity

Results After Polsar Audit Process™

The clients, ages 62 and 63, owned a Survivorship policy with a \$2 million face value. Both clients are in excellent health and wanted a policy with a Guaranteed Death Benefit. The policy is in no danger of lapsing.



Polsar obtained a new policy with **\$3.4 million in coverage at no additional cost to the clients**. Additionally, the new policy has a Guaranteed Death Benefit that ensures the full face value, regardless of the policy's cash value.

A 58-year-old male owned two UL policies and a term policy with total combined coverage of \$385,000. Net cash value after deducting a policy loan was \$38,000. Total annual premiums at the time were \$9,800. The policies could have lapsed as early as 2025. The client did not want to pay additional premiums above the \$9,800.



Polsar reduced his three policies into one new policy with a 15-year level term period and an annual **reduction of \$7,000 in premium payments**. **Savings over the next 15 years is estimated at \$105,000**.

A 57-year-old male had a \$500,000 UL policy he purchased in 1996. The cash value would have carried the policy to age 81; however, he is in excellent health and expected to live well into his 80s. He didn't want to pay any additional premiums.



Polsar conducted a tax-free exchange for a new policy with the same face value (\$500,000), but with a Guaranteed Death Benefit that runs to age 120. The policy was exchanged internally by the carrier for **no charge**.

A male, age 84, was in poor health. His UL policy, purchased in 1994, had a \$400,000 face value and \$75,000 cash value. The cash value was not sufficient to carry the policy until the donor passes; left alone it would have lapsed in December 2014, negating all the premiums paid over 20 years.



Following consultation with Polsar, the client agreed that the policy should be held until the cash value runs down. When it does, Polsar will sell the policy in the Life Settlement Market. Depending on his age and health at the time of sale, the policy is expected to sell for approximately **\$175,000—\$100,000 more** than what he would have received if he cashed out his original policy.