



**Sharing Our
Success:
A Case Study**

Converting Two Individual Policies Into One Survivorship Solution



CLIENT BACKGROUND

Married couple

- Male, 58
- Female, 56

\$80 million net worth

Each spouse currently owned a \$10 million term policy as part of their insurance portfolio.

They wanted to:

- Avoid increasing term premium payments
- Seek estate tax mitigation
- Convert to a single survivorship policy that maximized their death benefit—without going through further underwriting

SOLUTION

In collaboration with Advanced Sales and Underwriting, the MMSD Managing Director offered a selection of survivorship policies that fit the couple's needs. They converted to a single solution with the following terms:

- Base Premium: \$227,850
- LISR Premium 1st Year: \$23,244.43
- Base Face Amount: \$10,000,000
- LISR Target Face Amount: \$10,000,000
- Dividend Option: LISR/FLEX
- Policy was issued with no underwriting at the attained aged of the insureds.
- The face amount of the new Survivorship Whole Life policy did not exceed the total face amount of the two term policies.



CASE DETAILS

Clients wanted policies with:

- Potential for future death benefit; but not immediately necessary until the death of the second spouse, for estate tax purposes
- Guaranteed premiums
- Guaranteed cash value accumulation





Converting 2 Term Policies to 1 Survivorship Policy

Husband's Convertible Term Policy

Wife's Convertible Term Policy

Survivorship Policy on Husband & Wife

\$10 Million

+

\$10 Million

=

\$20 Million

Term Insurance
Policy

Term Insurance
Policy

Survivorship Whole
Life 100 Policy

No Additional Underwriting

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