Active Seniors Sell Unneeded Policy for $260K—No Medical Records Required

THE ADVERSITY ANALYSIS

Though the couple was healthy and in their late 80s, the policy had no surrender value and required a buyer who didn't rely on health impairments to assess risk. To save time and increase competitiveness, Asset Life Settlements pursued a non-underwritten route—engaging funds that focus on financial modeling rather than medical records.

THE POLICYHOLDER PORTRAIT

Harold and Margaret are an elderly couple living independently and enjoying their retirement. Financially stable, they no longer needed their legacy policy and wanted to optimize their cash flow for their remaining years. Their primary goal was to recoup some of the money already invested.

THE SETTLEMENT STORY

Working through their advisor, the couple turned to Asset Life Settlements for an exit strategy. The team quickly engaged non-medically underwritten life settlement funds and secured five bids from three buyers. The highest offer—$260,000—was accepted. Without ever submitting a medical file, the couple was able to free up assets and use the proceeds to enhance their financial flexibility in retirement.

PROFESSIONAL PARTNER NOTE:

This case highlights how even healthy seniors with no impairments can successfully sell unneeded policies—especially when leveraging non-medically underwritten funds to expedite the process and maximize value.