

SILA Life & Viatical Settlements

Word Count: 36,160 = **6 CE Credits**

Course Description: Life settlement planning is an emerging, specialized market. Settlements can be complex and are therefore highly regulated. This course is a comprehensive overview of the industry, the processes involved, and both the legal and ethical considerations that must be navigated along the way. Highlights include:

- History of Life and Viatical Settlements
- Real-Life examples
- Future developments
- State and Federal Regulations

Chapter 1 Life Settlements - An Overview

Introduction; Life Insurance Fundamentals; Life Settlement Defined; Reasons for Life Settlements; Who Buys Life Settlements?; How Life Settlements Affect the Insurance Industry; Review Questions

Chapter 2 Legal and Tax Considerations

Insurable Interest; Life Settlement Risks; Who Can Transact a Life Settlement; Life Insurance Tax Consequences; Review Questions

Chapter 3 Suitability

Current and Future Life Insurance Needs; Viable Alternatives to a Life Settlement; Present Value Considerations; Due Diligence; Commissions and Fees; Life Settlement Pros and Cons; Review Questions

Chapter 4 Life Settlements: The Transaction

The Process; Regulation of Life Settlements; Review Questions

Chapter 5 Life Settlement Fraud

What is Insurance Fraud?; Fraud Identification and Investigation; Fraud Victims; Types of Life Settlement Fraud; Review Questions

Chapter 6 Ethical Considerations and Case Studies

Ethical Standards in the Life Settlement Industry; Securities; Fractional Interests; Case Studies; How to Avoid Unsuitable Life Settlements; Review Questions

Review Questions Answer Key