



WINTRUST
LIFE FINANCE
wintrustlife.com

REFINANCING INTERNAL POLICY LOANS

Commercial financing can be a useful strategy not only for new policy purchases but also for in-force portfolio management. Maximizing the productivity of existing life insurance assets is a key fiduciary deliverable.

In today's advanced planning environment, there is an increased emphasis on maximizing the many "living benefits" available in a life insurance product.

For years, policy holders have tapped into the living benefit, allowing them to obtain policy loans from their insurance carrier against existing cash values and future dividends, used for general purposes or to fund ongoing insurance premiums.

Just like any traditional loan, policy loans accrue interest and eventually need to be repaid. The interest rates charged on these types of loans aren't subject to competition and can diverge from comparable offerings in the capital marketplace.

By refinancing existing policy loans with Wintrust Life Finance, your client could enjoy the following benefits:

BETTER PERFORMANCE OF THE UNDERLYING INSURANCE POLICY

In many instances, an existing policy loan can stifle the potential performance of the insurance policy. By replacing borrowed funds with third party financing, your client could maximize product performance.

COMPETITIVE PRICING AND A CUSTOMIZED LOAN ARRANGEMENT

Policy loan rates are not typically subject to competition from the debt markets and in many instances are fixed with little flexibility for negotiation or creativity.

STAVING OFF POTENTIAL TAX LIABILITY

The outstanding loan amount of any permanent policy with an internal loan could be subject to tax penalties to the extent that there is gain in the insurance contract at policy surrender or lapse.

OPTION TO FINANCE FUTURE PREMIUMS

Upon refinance, the resulting cash value may secure most, if not all, of the client's initial loan obligation to Wintrust Life Finance. This allows for additional flexibility in addressing how future premiums can be funded.

Refinancing Internal Policy Loans

For more information about what Wintrust Life Finance can do for you, contact:

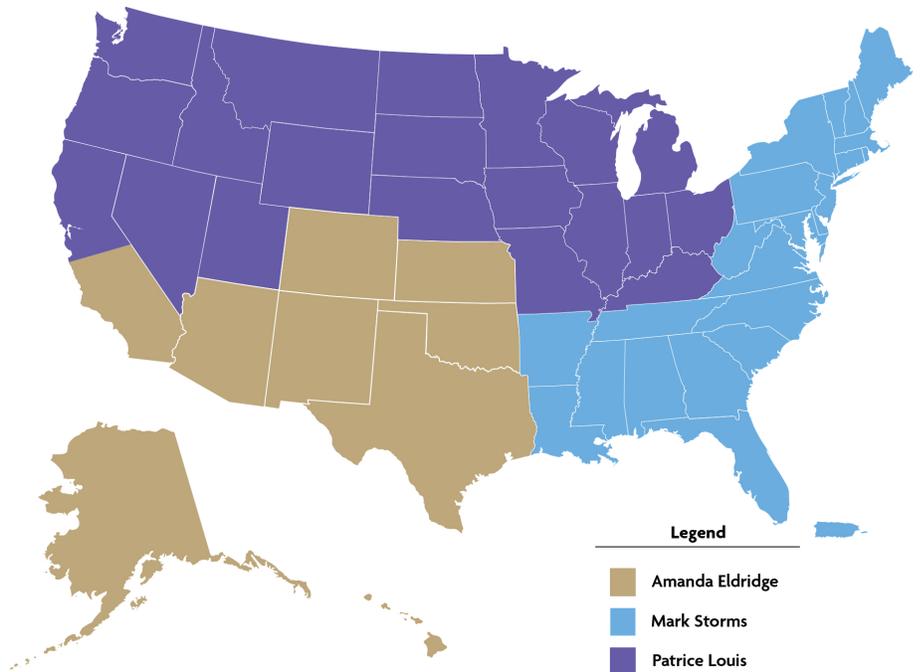
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As a trusted advisor, it is important to have options at your disposal for your client base. Give us a call; we'd be happy to help.



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