

Roadmap to Premium Finance



Luke Geller

Senior Field Support Representative
luke@lifepro.com



Here's What You'll Learn:

- Traditional and Hybrid financing guide for after the client is ready to move forward
- The annual renewal process and speedbumps that can arise
- Why partnering matters when it comes to premium finance

A Proven Process to Payday

Key Numbers

Averaged Large
Case size Target =
\$111,331

Average hybrid
finance case size
target = \$45,971

Average non
financed case
target size =
\$10,000

Key Numbers

132 days for
traditional
case platform

111 days for
hybrid
case platform

65 days
for non
financing cases

Traditional Premium Finance Timeline



Gather Documents

1 week



Carrier Underwriting

6-12 weeks



Loan Process

4-8 weeks



Closing Process

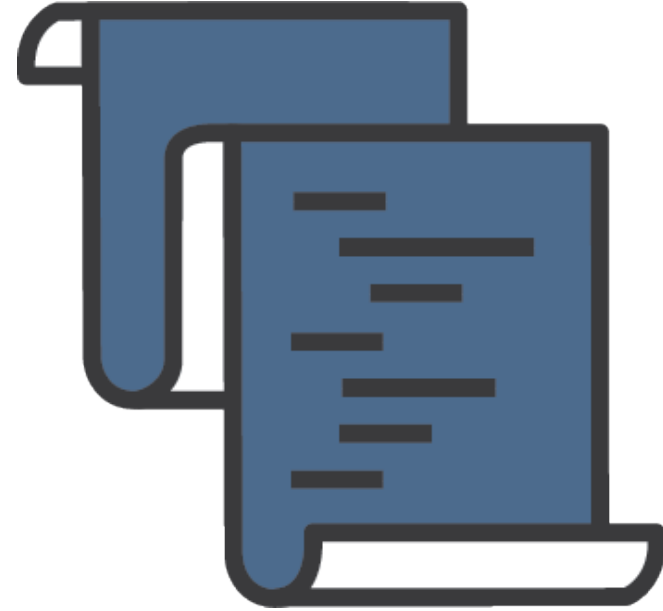
1 week

Traditional Premium Finance Timeline

3-6+ months

Step 1: Gather Documents

- 1 week
- Determine Ownership of the policy
 - Trust or business owned
- Client Financials
 - Bank/brokerage statements
 - Two years of tax returns
 - Third party financials
 - What will be used for collateral
- History of Doctors seen in the last 10 years



Step 2: Carrier Underwriting

- 6-12 weeks
- Complete carrier application
 - Set trust up if not already established
 - All financial documents necessary
- Full exams and APS ordered
- Follow-up questions expected



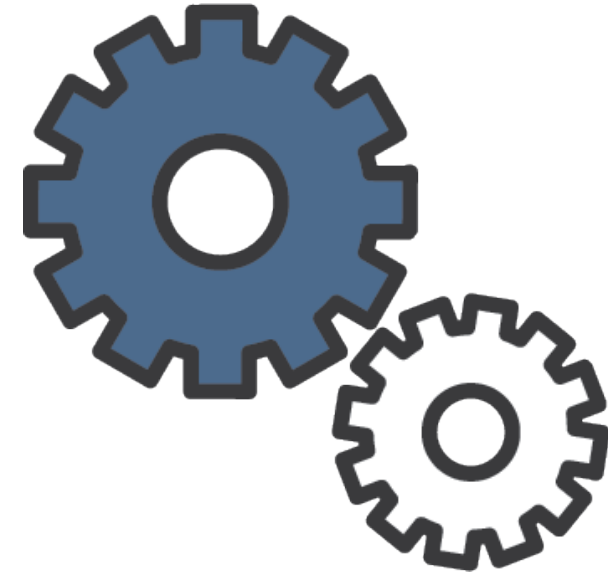
Step 3: Loan Process

- 4-8 weeks
- Complete bank loan application
 - Will vary with each different bank
- Submit all documents
- Expect follow-up requirements



Step 4: Closing Process

- 1 week
- Set an appointment date with client and trustee(s) or business owners
- Bank provides closing documents
- Insurance company provides delivery requirements



Hybrid Financing Timeline



**Complete and
Submit
Application**

1 week



**Carrier
Underwriting**

4-8 weeks



**Funding
Tranche**

4 weeks



**Closing
Process**

1 week

Hybrid Financing Timeline

2-4+ months

Step 1: Complete and Submit Application

- 1 week
- Utilize ILIA to complete application and all necessary paperwork
- No financial qualification for loan
- Prepare for medical underwriting



Step 2: Carrier Underwriting

- 4-8 weeks
- Can qualify for accelerated underwriting
- Full exams and APS ordered if needed
- Once complete Submit first client payment and trust paperwork



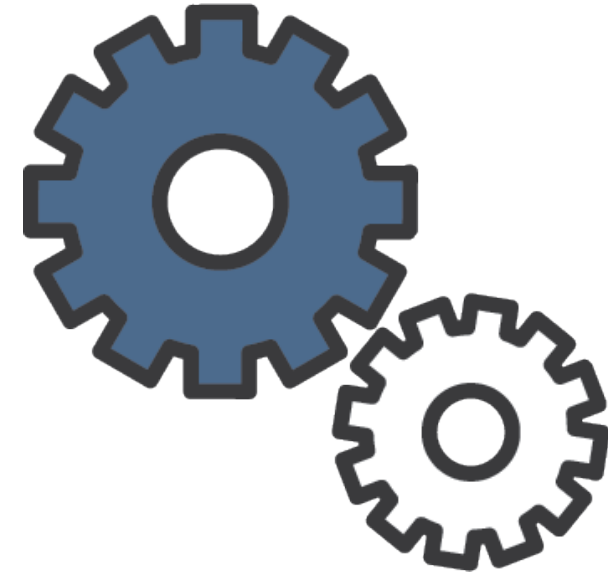
Step 3: Funding Tranche

- 4 weeks
- Vendor and bank go to work
- Complete the delivery documents
- Funding date 1 month after the tranche closes



Step 4: Funding Process

- 1 day
- Bank Funds the policy
- Kai-Zen welcome packet sent out to client



The Annual Renewal Guide

Potential Speed Bumps

- Collateral Calls
- Client financials change
- Increasing interest rates
- Interest shortfall
- No help from your vendor or FMO

Be Prepared and Transparent

- Request low point letters 60 days before policy anniversary
- Notice goes out 60-90 days before policy anniversary
- Prepare collateral and interest payments 30-45 days before policy anniversary

Benefit of Hybrid Financing

- No collateral calls
- Hands off transactions
- Preset client out of pocket for 5 years
- Notice goes out 60 - 90 days prior to the anniversary
- Funds need to be in the account 30 days prior to the anniversary

Partnership Matters

All the Moving Parts

- Multiple Vendors in the industry
- Experience with 10+ different financing programs
- 20+ different banks
- The need for a partner throughout the entire process

The LifePro Difference

- Dedicated Case management and underwriting team
- Hands on Field Support Representative
- Vendor relationships that help every step of the way
- Client friendly videos and marketing materials on what to expect during the process

Recap

Recap

- A Proven Process to Payday
 - Financed cases pay 10x more and take twice as long as non financed cases
- The Annual Renewal Guide
 - Every year can be a different experience to navigate
- Partnership Matters
 - Multiple moving parts

