Lending Highlights

SIMPLIFIED FUNDING FOR YOUR CLIENT'S PLANNING NEEDS

CLIENT PROFILE

- Insurance for business needs (e.g. key-man, buy/sell, etc.), retirement income, estate planning, or wealth transfer
- Consideration begins with minimum net worth of $5,000,000
- Good cash flows and debt/income ratios, liquidity
- Acceptable Credit History

LOAN DETAILS

Term/Loan Size

- 10 year loan term (with automatic 10 year renewal)
- Minimum initial premium: $100,000 (minimum loan sizes may vary based on carrier requirements)

Collateral

- 100% of policy CSV is applied
- Personal guaranty generally only required for Trust borrowers[1]
- Cash, letter of credit, securities (T-bills, stocks, etc.), CSV from approved carriers/products

Ownership Structure

- Borrower is an entity such as a corporation, LLC, or trust

INTEREST RATE OPTIONS

Variable

CMT[1] + Spread Adjustment options are customizable.

Fixed

Adjustment options are customizable.

Custom Rate Options

Rate structures are flexible based on loan size (caps and buy downs available).

PAYMENT OPTIONS

Current Pay

Interest (only) is paid on a current basis.

Capitalized

Interest payments are capitalized into the loan.[2]

Prepaid

Interest is fully or partially paid in advance.[3]

Plan Features & Benefits

- Closing - on your timetable
- No out-of-pocket closing cost
- Preliminary offer within 72 hours
- Broad range of insurance carriers and products

Fees & Expenses

- A one-time loan origination/application fee up to 1% (capped at $15k) may be charged - fee may be paid or capitalized
- No insurance commission split

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1 Trust-based loans may require personal guaranty
2 1-Year Treasury Constant Maturity Rate or 1-Month CMT
3 When allowed by insurance carrier
4 Optional, but may be required in limited cases

» For trust-based loans, please consult carriers for specific lending requirements.
» For refinance or in-force funding cases, loan requirements may vary from those outlined above.
» All rates and terms are subject to change without notice. Please contact your SLF Financial Services Manager for current information.

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