

Bill Boersma - Blog

Second - To-Die Term Insurance

How often do you hear “I’m going to give it away before I die”? Or “I know I need that insurance for estate tax liquidity but cash flow is tight right now”? How about “The business will be fine unless both of us die”? And my favorite; “I’ll make a decision when the politicians figure out the estate tax law”.

I understand each of these sentiments and deal with them regularly. After all, who really wants to commit to the substantive premiums required for permanent insurance? Unfortunately, I all too often see people take the all or nothing approach but there are often other attractive options.

Take a look at the following grid:
(Annual Cost Per \$1,000,000 DB)

Age	10 Years	20 Years	30 Years
40		\$685	\$1,325
50	\$755	\$1,225	\$4,625
60	\$1,215	\$5,435	
70	\$3,205		

Convertible Second-to-Die Term Insurance may be the answer for some of your clients.

Whether to cover the temporary need that some couples have, or as a temporary fix for those with a permanent need, these numbers are often attractive enough to get people off the dime and take action.

Call us or have your client’s agent call us to discuss and run some numbers.



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OBJECTIVE INFORMATION DRIVES INFORMED DECISIONS



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