



## How it Works

### Submitting a life insurance valuation

**Step 1:** Contact Brown & Brown associates to determine the potential suitability of a proposed Policy. Call 800.747.4445 or 361.993.3820 or visit our web site at [www.brownbrown-assoc.com](http://www.brownbrown-assoc.com) enter the site and click on Agent Resources, then Helpful links. There you will find Coventry Financial Quick Qualifier. Answer the questions provided to determine your clients potential suitability.

**Step 2:** Submit a Coventry Financial valuation questionnaire (attached) and an inforce illustration (if this was a case written through Brown & Brown, they can get that for you) to Brown & Brown. It will be tracked and forward to Coventry. Upon receipt of the forms Coventry will order medical records. The insured does not need to take a medical exam. Once the records are received, Coventry's medical director then examines the records and medically underwrites the insured(s).

**Step 3:** If the life expectancy meets Coventry's parameters, a policy valuation is performed. Coventry will then provide a valuation report detailing the policy's current market value. Typically this process takes 1 week from the receipt of all medical records and specified illustrations.

If the policyowner decides to accept the value uncovered by the appraisal, the case is submitted for a life settlement.

### Submitting a life settlement:

**Step 1:** Submit Coventry's life settlement application to Brown & Brown. The completed application must be submitted along with:

- Copy of the policy
- Inforce ledger to age 95
- Conversion illustrations if term or group
- Authorization signed by the insured and the owner
- Medical records for the last five years. (Coventry can obtain with the signed authorization)
- Copy of the trust (if trust owned)

**Step 2:** Await Coventry Financial transactional review. Coventry will medically and financially underwriter your case and work to get the most competitive offer. While factors affecting any life settlement vary, the most common variables are: