



UHNW CASE STUDY & SUCCESS STORY

Securing a \$10M Liquidity Strategy



\$150M

CLIENT NET WORTH

\$10M

TARGET DEATH BENEFIT

\$750k+

TARGET PREMIUM

20 Days

FORMAL TURNAROUND

The Competitive Advantage: Partnering with GVA Insurance & Frank McVeigh

Placing an ultra-high net worth case requires more than submitting an application—it demands strategic carrier leverage, expert negotiation, and flawless execution.

- **Carrier Leverage:** Informal offers initially ranged from Table B to Decline. McVeigh utilized direct relationships with John Hancock to negotiate an upgrade to a **Table A risk class**.
- **Smooth Processing:** Seamless transition to the formal application. **No client re-exam was required**—only updated medical records were needed.
- **Strategic Collaboration:** McVeigh guided the advisor, client, and estate attorney over several months to fine-tune a complex, highly efficient premium design.
- **Speed to Issue:** The formal application was signed, approved, and finalized in just **20 days**, ensuring client and advisor satisfaction.

The Challenge & Solution

The \$48M Liquidity Trap

With the 2026 TCJA sunset, a \$150M estate faces severe exposure. Anything above the **~\$30M exemption (for a married couple)** is taxed federally at 40%. Heirs would have 9 months to produce **\$48M in federal estate taxes due** or face a “fire sale” of core family assets.

The I.L.I.T. “Tax-Free Vault”

By placing the \$10M policy inside an Irrevocable Life Insurance Trust (ILIT), the death benefit is shielded from the 40% estate tax. **The solution provides the estate with \$10M tax-free to help pay a portion of the federal estate taxes due**, delivering immediate liquidity without forcing asset sales.

Feature	Owned Personally	ILIT Owned
Fed. Estate Tax (40%)	-\$4,000,000	\$0
PA Inheritance Tax	\$0	\$0
Net to Heirs/Trust	\$6,000,000	\$10,000,000

Success Story: Execution Timeline

- **Oct 07–10, 2025 | Discovery & Exam**
Client examined for life insurance; HIPAA e-signed; initial medical records ordered.
- **Nov 04–05, 2025 | Internal Review**
Simplicity completes APS review. Informal file built and shopped to carriers.
- **Late Nov 2025 | Carrier Negotiation**
McVeigh leverages John Hancock relationship to secure an upgrade from Table B to Table A.
- **Dec 2025 – Feb 2026 | Case Design**
Advisor, attorney, and McVeigh prep to finalize the most efficient premium design.
- **Mar 11, 2026 | Formal App Submitted**
E-signed via DocuSign. Intermittent records ordered (no re-exam required).
- **Mar 27, 2026 | Formal Approval**
Application officially approved at Table A, matching the informal offer. Policy issued.
- **Mar 31, 2026 | Case Finalized**
First-year premium wired. Delivery requirements executed to close the case.