

AGENT'S salesjournal™

NATIONAL EDITION



Life Settlement Awareness Month Approaches

The second annual Life Settlement Awareness Month will be held in June 2007 as a way to educate agents and brokers on this growing market. Life Settlement Solutions, the life settlement provider that founded Life Settlement Awareness Month, will host a series of Webinars and workshops, including "Life Settlements — The Fundamentals," "Life Settlements — Advanced Strategies," a certified continuing education course, workshops at key industry events, and a Web-hosted event featuring key industry figures.

"Life Settlements — The Fundamentals" is designed to provide a fundamental

understanding of the life settlement industry. Topics will include the differences between life settlements and viaticals, reasons why life insurance is sold, case studies, benefits to clients and producers, an overview of the current state of the life settlement market, and a summary of the regulatory landscape.

"Life Settlements — Advanced Strategies" will cover current industry trends, case studies, policy pricing elements, regulatory issues, and sales ideas.

The event was launched in response to a survey given to life settlement producers on their experiences with and outlook for the life

settlement market. The first annual survey of its kind was conducted in January 2006 by Agent Media, publisher of the Agent's Sales Journal. The findings indicated that agents need more education on the life settlement field in order to properly offer them to their clients. The second annual Life Settlement Study was conducted in January 2007, and the results were published in the March 2007 national edition of the Agent's Sales Journal.

For more information, visit www.lifesettlementawarenessmonth.com.

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