



Key Mistakes Seniors Make When Selling a Life Insurance Policy

Television commercials and online ads frequently promote quick cash offers for life insurance policies. These offers can sound appealing and make it tempting to act quickly.

However, selling a life insurance policy is one of the most important financial decisions many seniors will ever make. Without proper guidance from an experienced insurance or financial professional, policy owners often make costly mistakes that significantly reduce the value they receive.

Understanding these common mistakes can help protect your interests and ensure you make an informed decision.

Waiting Until It's Too Late

Many seniors begin considering a life settlement only when their life insurance policy is close to lapsing.

The life settlement process typically takes **60 to 90 days** to complete. When buyers see a policy that is about to lapse, they often assume the policy owner is under pressure and may accept a much lower offer simply to avoid losing coverage entirely.

Starting the process early allows time for proper evaluation, competitive bidding, and stronger negotiating leverage.

Not Fully Understanding the Life Settlement Process

Before selling a life insurance policy, it is essential to understand the full process and its consequences.

Policy owners should be informed about:

- What documents are required, including medical records and policy information
- How the policy is evaluated by buyers
- What happens after the policy is sold

Most importantly, sellers must understand that once a policy is sold, **beneficiaries are typically no longer entitled to receive the death benefit.**

A clear understanding of these details helps prevent misunderstandings and regret later on.

Failing to Provide Complete Medical Records

Medical information plays a critical role in determining the value of a life insurance policy in the life settlement market.

Buyers rely on a full picture of the insured's health to determine life expectancy. This requires complete medical records from **all physicians seen during the past three years.**

Missing or incomplete records often lead to lower offers or delays in the process.

Trying to Navigate the Process Alone

The life settlement market can be confusing and difficult to navigate without experience.

Most policy owners do not know what their life insurance policy may be worth. Many companies make low initial offers in hopes of encouraging a quick sale.

Without professional representation, it's easy to leave significant money on the table - don't go it alone!

To achieve the best possible outcome, policy owners should work with a **licensed and experienced life settlement broker** who can:

- Explain the process clearly
- Assist with gathering medical records and policy documents
- Present the policy to multiple institutional buyers
- Manage a competitive bidding process

In many cases, the final settlement value is **significantly higher than the first offer received.**

About Old Goat Consultants

Old Goat Consultants is a life settlement advisory firm with deep industry experience.

Each member of our team has **more than 20 years of experience** in the life settlement industry. Collectively, we have closed hundreds of policy sales and delivered hundreds of millions of dollars to individuals and families. In many cases, these funds provided meaningful financial flexibility at important stages of life.

We are committed to education, transparency, and helping policy owners make informed decisions without pressure.

Have a Situation to Discuss?

We offer a **free policy appraisal and no-obligation consultation.**

Call or email us to begin a confidential conversation.

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