



NAIFA-Arizona CE Webinar



'The Secondary Market for Life Insurance: Current Trends, New Applications!'

Thursday, February 17, 2022 - 9:00 a.m. Arizona Time (11:00 a.m. EST)

Click on following link to register - confirmation will come from Coventry:

<https://coventry-ec.webex.com/coventry-ec/onstage/g.php?>

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Presenter: Peter M. Hershon

Peter Hershon is a Senior Vice President, Account Services for Coventry. With more than 15 years of combined experience in life settlements and life insurance, Mr. Hershon heads up Coventry's team of Regional Vice Presidents and manages Coventry's national distribution.

He is a graduate of Lehigh University with a Bachelor of Science degree in Finance. He has his Chartered Financial Consultant and Chartered Life Underwriter designations, Series 7, and series 63 licenses.

Course Description:

This course examines the trends that are driving the secondary market's continued growth and provides an overview of the five most common applications being used by advisors today. Presentation will specifically discuss term settlements, policy replacement strategies, Retained Death Benefit Options (with and without a cash settlement) and settlements for smaller face policies, using several case examples to illustrate the concepts being presented. In addition, the seminar will



discuss factors that determine a policy's value and strategies for educating others about the opportunities presented by the market.



Course qualifies for one hour Arizona Continuing Education Credit.

NAIFA-Arizona Exclusive - no registration fee for members.



NAIFA- Arizona | P. O. Box 4728, Scottsdale, AZ 85261

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