Preserving Your Financial Legacy With Life Insurance Premium Financing

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2. Why finance your life insurance premiums?
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For many high-net-worth individuals, life insurance can offer numerous benefits, including the potential for a tax-free death benefit that can help prevent their loved ones from bearing a large financial burden. This generally favorable tax treatment also means life insurance can be used for estate planning or business succession planning. However, life insurance policies with sizable premiums may create a liquidity consideration resulting from the high premiums required for these policies.

Borrowing strategically, as part of your comprehensive wealth plan, may align with your financial goals, including optimizing your cash flows, maximizing tax efficiencies, and realizing important estate financial planning goals. As such, life insurance premium financing is an example of a powerful way to use credit in the wealth planning process. Bank financing to fund your life insurance premiums may provide a tax-efficient option that allows you to preserve your current cash flow, avoid liquidating your investments, and leverage your wealth to provide a future benefit to your heirs or charitable causes. Implementing a suitable premium finance credit structure in a low-interest-rate environment also may present significant opportunities to lock in interest rates, up to 10 years in some cases.

Table 1.

<table>
<thead>
<tr>
<th>Gift</th>
<th>Lend</th>
<th>Borrow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pay gift taxes “as you go”</td>
<td>Grantor loan</td>
<td>Bank financing</td>
</tr>
<tr>
<td>Write the check</td>
<td>Make annual loans to a trust to cover the premium plus the annual interest on the loan</td>
<td>Borrow funds annually from lending institution</td>
</tr>
<tr>
<td>“Clean and simple”: Gift tax is based upon any amount applied toward life insurance premium</td>
<td>Gift taxes may apply to additional interest payments</td>
<td>Interest may be paid as accrued with proper structure</td>
</tr>
<tr>
<td>No interest-rate risk</td>
<td>Loan interest is based upon Applicable Federal Rate (AFR)</td>
<td>Interest rates based upon sponsor financial profile plus a spread</td>
</tr>
<tr>
<td>Predictable cash flow</td>
<td>Interest-rate risk: – Can’t lock in low loan rate because this is an annual transaction – Gifting occurs every year because interest is being paid every year – Single (“bullet”) loan scenario can mitigate interest rate risk</td>
<td>Borrower must qualify for the loan and often requalify from time to time</td>
</tr>
<tr>
<td>Heirs may receive up to 100% of the life insurance death benefit proceeds if properly structured</td>
<td>Unpredictable cash flow</td>
<td>Cash-value products can help with issues regarding collateral requirements</td>
</tr>
<tr>
<td></td>
<td>Works well with return-of-premium (ROP) feature of life insurance</td>
<td>Fixed-rate hedging solutions available</td>
</tr>
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Source: Wells Fargo Private Bank
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**How Life Insurance Premium Financing Works**

When arranged properly, life insurance premium financing can be a valuable funding alternative for your estate plan.

1. **Grantor** establishes an irrevocable life insurance trust (ILIT) after making inquiries to determine if financing can be obtained on a favorable basis. Trustee of ILIT applies for insurance on behalf of the grantor and/or the spouse.

2. **Grantor** transfers supplemental collateral to lender. Grantor can retain control over investment philosophy and manager selection.

3. **Lender** advances funds to ILIT as needed to pay annual premiums and possibly to cover interest on the loan. The trustee pledges the policy as primary collateral for the loan.

4. **Grantor** transfers supplemental collateral to lender. Grantor can retain control over investment philosophy and manager selection.

5. **Net proceeds are distributed per the terms of the ILIT.**

**Beneficiaries**

Source: Wells Fargo Private Bank

### Why finance your life insurance premiums?

Life insurance premium financing is a viable alternative to consider after thoroughly exploring the three options outlined in Table 1. Implementing a strategy to secure bank financing may be quite useful by allowing you to borrow funds to pay your life insurance premiums with the underlying policy value serving as collateral for the loan. A life insurance premium financing strategy can help preserve your current standard of living since you don’t need to access your cash flow to make large premium payments. It also may allow you to avoid liquidating investments and related capital gains tax consequences in order to fund those payments.

Additionally, life insurance premium financing may provide a tax-free benefit that is not included in your estate and further help protect your net worth by facilitating the transition of your financial legacy to future generations. It may also provide a secondary positive arbitrage between the earnings crediting rate on the cash value growth and the carrying cost of the loan.

When positioned properly, it may be possible to experience accelerated equity buildup with the insurance policy over time, resulting in greater sustainability and ultimately larger future economic benefits to your beneficiaries.

Before making a funding decision about life insurance premiums, you should discuss the options available to you with your wealth advisory team and tax and legal advisors. A final decision about the funding option for life insurance will require evaluation of your specific financial circumstances and needs.

The tables and information are for guidance purposes only and not to be construed as tax/investment/estate advice.
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**Considerations of life insurance premium bank financing**

As with any borrowing strategy, there are risks associated with life insurance premium financing. We encourage you to discuss these issues with your advisors before you make any decisions:

- There is an interest-rate risk assumed by the policy owner if the interest rates on the bank loan are higher than initially projected after the initial fixed-rate period. Interest on the loans may be based on Applicable Federal Rates (interest rates published monthly by the IRS for federal income tax purposes), LIBOR (London Interbank Offered Rate), or another prevailing interest rate.
- There may be a need for additional collateral if the policy's cash values are lower than initially projected due to poor policy performance.
- Additional gifts may be needed to provide capital to the trust to fund unexpected higher interest payments and/or premium payments.
- Quarterly and/or annual monitoring of the policy and the premium financing is strongly encouraged to make sure that the transaction is still meeting the policy owner's needs and that adjustments are made as needed.

Similarly, it’s important to evaluate the life insurance policy regularly to make sure that it still fits the strategy of financing the premiums. It’s crucial to have a discussion with your wealth advisory team and tax advisors about exit strategies and how you will repay the loan:

- You can fund the trust to pay off the loan.
- The trustee may use the cash surrender value to pre-pay the loan in whole or in part.
- It may also be possible to combine your borrowing strategy with your charitable giving initiatives through a charitable trust.
- You can refinance the loan.

**Is life insurance premium financing right for you?**

As you see in the example above, John fits a typical profile of someone who may benefit from financing his life insurance premiums. John has substantial net worth and personal liquidity but also sees a need for life insurance as part of his estate plan. Given his large life insurance policy, he has significant life insurance premiums that are required on a structured payment timeline. John is interested in obtaining a tax-efficient rate of return while also understanding the associated risks in financing his life insurance premiums.

**Example of an individual profile and the use of life insurance premium financing**

John is the retired chief financial officer of a large U.S.-based publicly traded pharmaceutical company. He has a strong desire to protect his financial legacy and is concerned about how to preserve his family’s liquidity against future estate tax exposure. John has exhausted his lifetime gift tax exemption but is seeking advice on a tax-efficient wealth transfer solution. Working closely with his family’s estate planning attorney and tax advisor, his wealth planning, banking, and insurance advisors developed a long-term liquidity solution by creating an irrevocable life insurance trust (ILIT) to hold three life insurance policies. Since John has exhausted all of his gift tax exemption, if the ILIT were to self fund the annual premiums on the policies from contributions John makes, each of those contributions would be subject to gift taxes.

To mitigate future gift tax exposure, John’s wealth team recommended a custom premium finance credit facility to fund the annual premiums due on the life insurance policies. The loan will accrue interest in order to mitigate any gift tax exposure on future contributions to the ILIT, and the net insurance death benefit will not be included in John’s gross taxable estate. By thoughtfully evaluating John’s financial circumstances and understanding his goals, John’s wealth advisors were able to create a plan that helped solve some family planning issues, potentially saving John and his family millions of dollars in future estate taxes.

Source: Wells Fargo Private Bank

**Conclusion**

A life insurance premium financing strategy may provide a unique solution for high-net-worth individuals who are seeking a tax-efficient way to preserve their financial legacy. To successfully implement this wealth transfer solution as part of your overall wealth plan, it is important that you engage your team of wealth and tax advisors. Given the complexities with this solution, you should have a thorough understanding of life insurance premium financing. Your banking advisor and Private Bank Specialty Finance can provide annual life insurance policy reviews and ongoing collateral monitoring. By working closely with a competent and experienced advisory team, you will be well-positioned to make a sound decision regarding whether financing your life insurance premiums is the appropriate option for you as part of your plan to preserve and transition your wealth to the next generation.
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