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Celebrating a \$6 Billion Milestone: Why Life Settlements Matter for Seniors and Investors

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In a powerful reminder of the value life insurance can hold beyond a death benefit, Coventry, the company that pioneered the secondary market for life insurance, has announced a significant milestone: more than \$6 billion delivered to policyowners for their unwanted or underperforming life insurance policies.

This figure isn't just a business benchmark, it represents thousands of lives changed, retirements strengthened, and financial burdens eased. Behind every dollar is a story of someone who discovered that the life insurance policy they no longer needed, wanted, or could afford had more value than they realized and could still serve a meaningful purpose.

For more than 25 years, Coventry has been at the forefront of the life settlement industry, educating consumers and advisors on alternatives to surrendering or lapsing life insurance policies. The company's continued leadership and commitment to policyowner advocacy have helped shape a growing financial solution that offers tremendous value to seniors, and compelling diversification to investors.

Unlocking Value for Seniors

The concept is straightforward: a policyowner who no longer needs their life insurance, or can no longer afford to pay the premiums, can sell it on the secondary market to a regulated life settlement provider for more than the cash surrender value determined by the insurance carrier. The life settlement provider may sell the policy to an institutional investor who takes over premium payments and receives the death benefit when the insured passes away.

It's a practical solution that many seniors don't even know exists. Yet for those who do, the financial benefit can be life changing.

Imagine a retiree who took out a life insurance policy decades ago but whose children are now financially

independent. The policy, while no longer essential for family protection, still costs hundreds or thousands of dollars per year in premiums. Instead of surrendering the policy for a fraction of its value, or worse, letting it lapse and getting nothing, the policyowner sells it in a life settlement transaction and receives a lump sum, which along with premium savings, can be used to:

- Pay for long-term care or home health services
- Cover medical expenses or prescription costs
- Pay down debt or reduce monthly expenses
- Make essential upgrades to housing or transportation
- Fund retirement lifestyle goals or support family members

This is precisely what Coventry has done for thousands of seniors, placing billions of dollars back into their hands at a time when they need it most. The company's announcement highlights not just an achievement in volume, but in impact.

A Financial Win-Win

Life settlements have also emerged as a unique investment opportunity, one that offers compelling benefits to institutional investors, family offices, and alternative asset managers.

Because life settlement returns are tied to actuarial data and not to the ups and downs of public markets, they provide largely non-correlated returns, a highly sought-after feature in today's economic climate. These returns are driven not by interest rates, credit spreads, or earnings reports, but primarily by carefully modeled life expectancy projections and portfolio structuring.

From an investor's perspective, this creates an opportunity to allocate capital into an asset that behaves independently from traditional stocks, bonds, or even other alternatives like real estate or private equity. In doing so, they can potentially improve overall portfolio stability while generating yield.

But what truly sets life settlements apart is the human dimension of the asset class. Unlike many alternative investments that can feel abstract or detached from real-world impact, life settlements are deeply human. Each transaction helps a policyowner improve their financial position, turning an illiquid and often forgotten asset into much-needed cash.

In short, life settlements provide a win-win: seniors get a meaningful financial solution, and investors get access to a distinctive, largely non-correlated asset class with strong return potential.

The Road Ahead: Education and Advocacy Still Needed

Despite Coventry's incredible milestone, the life settlement market remains largely underutilized. According to the ACLI, hundreds of billions of dollars in life insurance are lapsed or surrendered each year, often without policyowners realizing that they had another option. Many financial advisors, too, have only limited exposure to life settlements and may be unaware of how to help clients evaluate whether it makes sense for them.

That's why ongoing education and advocacy are essential. It's not just about transactions; it's about consumer rights and financial literacy. Seniors deserve to know they have options. Advisors deserve tools and training to guide these important conversations. And the market benefits when more participants understand how to navigate life settlements responsibly and transparently.

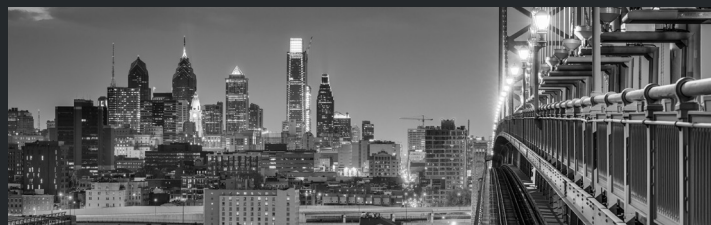
Coventry's long-standing leadership in this area, from pioneering transactions to raising industry standards, continues to make a real difference. Their \$6 billion milestone serves as a beacon to the industry: this isn't a niche idea, it's a powerful financial tool that has matured, proven its value, and is now making a lasting impact.

Conclusion

Life settlements are more than just a financial transaction. They are a testament to innovation that empowers seniors, reshapes financial planning, and offers institutional investors a unique opportunity to do well by doing good.

As we celebrate Coventry's milestone of over \$6 billion paid to policyowners, let's also reaffirm the importance of continuing to spread awareness, expand access, and elevate the conversation around this vital financial resource.

Because behind every policy is a person, and behind every settlement is a story worth telling.



The LifeCap Advantage

LifeCap specializes in providing institutional investors and family offices unparalleled access to longevity-oriented investments through our strategic relationships with leading companies in the secondary market for life insurance.

The LifeCap team has spent more than 20 years working alongside institutions, advisors, and individual investors alike to educate investors about alternative assets, with a focus on longevity-oriented investments.

To learn more about life settlements and how LifeCap can enable you to leverage the potential of the longevity-oriented asset class, schedule a call with us at lifecap.com.

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