

SBA SUPER CLOSE

For Binding Required Loan Life Insurance

Services Provided by
Himmelstein Financial

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Many Times SBA Lenders Require Life Insurance

✦ Many lenders require Principal(s) to obtain Life Insurance before the bank releases money to their business


– The Lending Bank May Have several requirements

- Banks require binders
- They require collateral assignments
- They require the process have a short time requirement (as short as 2 days)
- They want to do business with experienced agents or financial advisers



Benefits to The Lender(s)

They want to provide great customer service

- ✦ They transact business quicker
 - ✦ They satisfy their clients and release monies needed by the business sooner
 - ✦ They can try to obtain additional business from their client
 - ✦ They can be informed by the insurance company about premiums due and any other service notification requirements
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Benefits to the Borrower(s)

- ✦ They can get the best price
- ✦ They can customize the coverages
- ✦ They are kept in the loop of information
- ✦ They are not stuck with one company and thus can get the best deal
- ✦ They can get issued even with substantial health issues
- ✦ They are not stuck with a non-competitive company

Benefits to the Borrower(s)

(continued from previous slide)

They have some of the most qualified representatives (Himmelstein & Associates principal has been in business over 34 years)

They have fully disclosed prices. The firm has a quick quote website

They have the best underwriting

Super SBA Close Features

- ✦ NOT Limited to one insurance company as a provider
- ✦ NOT Guaranteed issue or guaranteed to issue
- ✦ Does not increase costs to either the lender or borrower (other than premiums paid)
- ✦ Can or Cannot be simplified issue depending upon the insurance company and product



SBA Super Close Loan Requirements

Loan requires or would like to require life insurance on borrower(s)

Policy to be collaterally assigned to lender

No minimum or maximum size of insurance contract



Benefit Options

Although most lenders require term insurance, other life products could be used if desired by borrower

Term products guarantees can be as low as one year and as long as lifetime. (frequently quoted guarantee periods include: 1, 5, 10, 15, 20, 25, 30 year, and lifetime)

New contracts can have living benefits that can pay for chronic care, long term care, critical illness

Don't Assume That Coverage Can't be Found

- ✦ Diabetics, Asthma, CAD, Depression Mood Disorders and Heart Patients, Cancer, Stroke, etc are not necessarily uninsurable or rated
- ✦ People who have different avocational interests can get standard coverage (Cigar Smokers, Tobacco Chewers, Race Car Drivers, Pilots, Scuba divers, etc.)

Himmelstein Financial Provides

- ✦ Approved collateral assignment forms
- ✦ Potential to allow the lender to be premium payer and/or beneficiary in certain circumstances
- ✦ Binder for coverage
- ✦ Duplicate policies for both the lender and borrower if needed
- ✦ Completed after approval valid enforceable collateral assignment forms acknowledgment by insurance company

Himmelstein Financial Provides

(continued)

Expert advice for the best contract(s)
for the best price

Shopping service for non standard
risks amongst 30+ companies

Cooperative and expedited service and
communication for status of the
cases



Steps to be Taken

Establish if insurance is needed by the SBA lender

Call, email, to determine what may be the most appropriate product and pricing

Inform the client that this is not a FDIC requirement and that the insurance has no relationship with FDIC

Contact either Himmelstein Financial Personnel or associated advisers to implement the application process

Steps to be Taken (continued)

Agent or our staff arranges physical and communication with clients health practitioners for underwriting information

Client informs their personal physician that they are applying for coverage needed to obtain a loan and that when the Doctor is contacted to respond very promptly

Steps to be Taken (continued)

Client writes binder check and
associated agent or HF Company
staff provides binder agreement

Borrower relaxes and schedules their
closing



Relavent Contact Information and Reference Places

Himmelstein Financial Website:

www.hfcompany.net

Email Address:

info@himmelsteinfinancial.com

Phone number:

860-761-1216 or 800-599-6965

Quote Request Link

www.emeraldsecure.com/form.cfm?ID=68&SSLID=55776&SN=1186370714