

# Providing for a Special Needs Child

*A survivorship life policy can provide funds for a trust that benefits a special needs child*

It can be the parents' biggest worry. How will we take care of our special needs son or daughter when we are not around any more? Whether the child is physically or mentally handicapped, a special needs child can give cause for great concern for the parents.

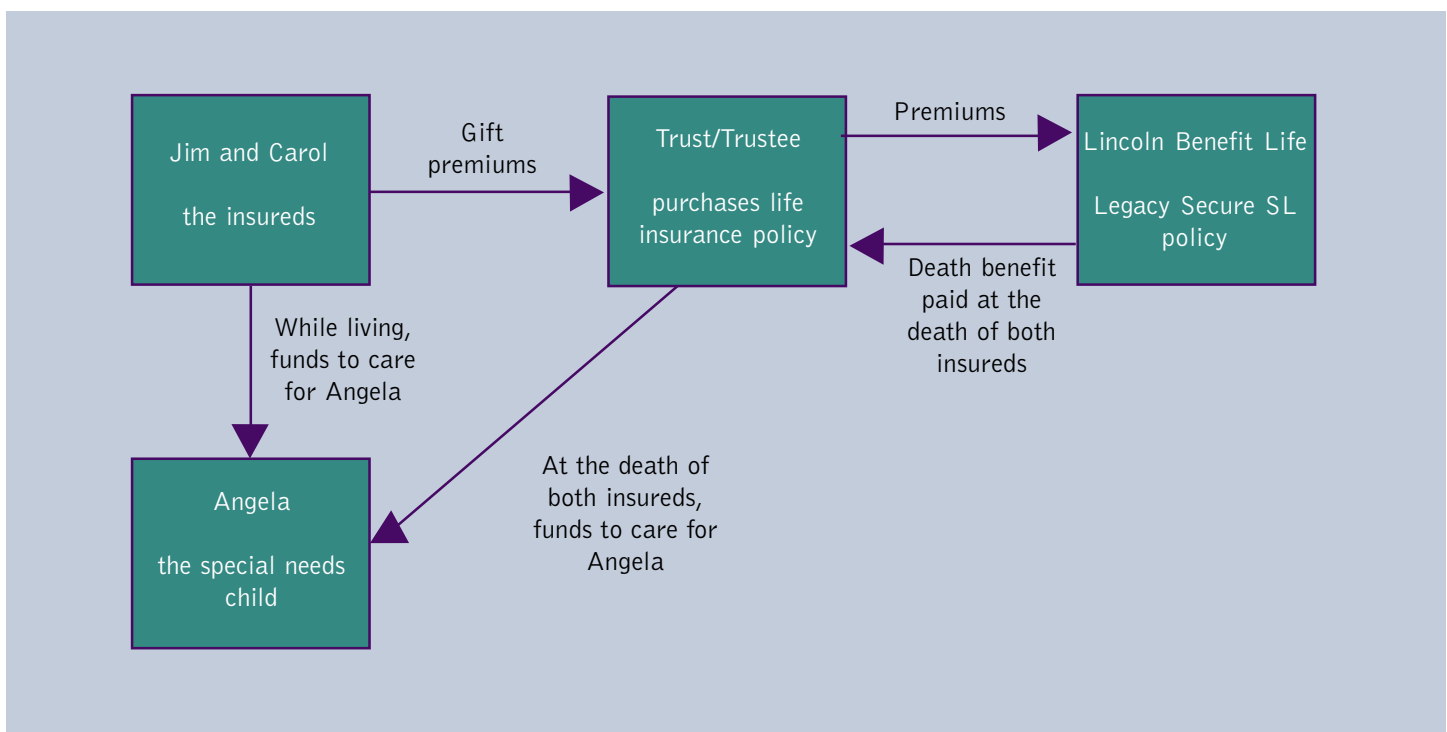
The parents of a special needs child can provide for and manage the affairs of the child while they are alive. But how will the child be provided for when the parents are gone?

Survivorship life can provide the needed peace of mind for parents with special needs children. The policy proceeds paid after the death of both parents can be held in a trust to benefit the special needs child for the rest of the child's life. In addition, careful drafting can help preserve the flow of government funds for which the child may be eligible.

### CASE STUDY: THE WILLIAMS

Angela is the daughter of Jim and Carol Williams. She is mentally handicapped and is now 28. Angela lives at home and spends her days at a support group care center for the mentally handicapped. Jim and Carol are getting older (age 72 and 68 respectively) and are concerned about who will be able to take care of Angela when they are no longer around. Angela's older brother, Brady, has pledged to assume the primary caregiver role but doesn't have the financial resources to meet her ongoing medical and daily living expenses.

After meeting with their attorney, financial advisor and the support group care center coordinator, Jim and Carol decide to establish a trust for the benefit of their daughter and fund the trust with the proceeds of a survivorship life policy.



When Jim and Carol have both passed on, the trust will be able to provide funds for the benefit of Angela. This could include funds to help her brother, Brady, provide the needed at home care as well as funds for the non-profit support group facility to continue their day care role.

Jim and Carol are also considering gifting a life insurance policy to the support group to use as they need to support their overall efforts and facilities.

**PROSPECTING TIP**

Work to establish a center of influence with your local chapters that provide assistance and support to special needs children. Through your relationship the charity can lead you to the parents who need planning assistance and you can in turn help the charity by working with the parents to provide gifts of life insurance.

Legacy Secure SL is flexible and affordable and can play a pivotal role in your customers' planning for special needs children. Whether it's the lifetime guaranteed premium or some other combination, Legacy Secure has the flexibility to compete.

**Legacy Secure SL can play a pivotal role in your customers' planning for special needs children**

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