

"No Policy Left Behind Initiative" Launched by Milestone Providers

(July 15, 2007) -- Milestone Providers announced its "No Policy Left Behind Initiative." The focus of the initiative will be to settle small face amount policies which are often times overlooked in the life settlement market place. "This is part of a program we've been working on for the past couple of years and we're very excited to finally have it underway," stated Douglas Lehman, COO of Milestone.

The initiative was the result of several years of researching the economic value of small policies and how to settle them efficiently and effectively. "We have spent large amounts of time and capital developing streamlined processes which allow us to settle policies in the sub 250k market," Lehman continued.

Milestone, which was the first life settlement provider to publicly announce its full disclosure requirements, saw the need to service the small policy sector a few years ago. What Milestone quickly realized was that smaller face value policies were not profitable to the life settlement brokers or providers who hadn't built scale and efficiency into their business model.

"What we have now is a viable outlet for seniors who don't fit the super wealthy box, but have a policy that they may not particularly want anymore. We think that just because a person doesn't fit the high net worth box, or have a large face amount policy, that they shouldn't be excluded from the benefits of the secondary market," stated Kristian Armstrong, CEO of Milestone.

The "No Policy Left Behind" program considers face amounts as low as 50K in net death benefit and gives brokers and agents a new resource to better serve their clients who own these policies. Because of the low margins available in small policy transactions, Milestone will offer back office support to brokers and agents when dealing with small policies.

"We have the systems in place to assist brokers and agents in obtaining policy information and medical record collection. We understand that brokers and agents aren't going to spend a lot of time on policies which provide very little income relative to the larger market, which is exactly why we're offering support in the parts of the transaction which take the most time. As it now stands, we can get indications of value to agents and brokers on files of 1M and less in net death benefit with only a signed HIPAA and current illustration, and some very basic information on the insured," Armstrong further stated