

PROFORMEX CASE STUDY:

# Wegman, Hessler & Vanderburg

*Insured gets \$130k in settlement for a policy they were planning to surrender*



## THE CHALLENGE

*“Without Proformex, the policy would have been surrendered for no value” said Keith Vanderburg, Senior Partner of Wegman, Hessler & Vanderburg.*

Wegman, Hessler & Vanderburg, an Ohio-based law firm had a 62-year-old client who was ready to surrender a term life insurance policy that was no longer needed. The client was not fully educated on the options available to him other than policy surrender.



## THE SOLUTION



A Law Firm that has been meeting the legal needs of individuals, organizations and businesses since 1968 committed to excellence and to being responsive to our clients' needs which, in turn, has nurtured our development into a multi-talented and unique firm offering the skills and talents of our attorneys in a number of critical practice areas.

By using Proformex to monitor and manage clients' policies, they were able to identify this client's policy as a potential life settlement. Rather than surrendering the \$1 million policy for no cash, the trustee went through the life settlement process and was able to sell the policy for \$130,000.