

Impact of Potential Elimination of the Estate Tax



The current administration has stated an intent to eliminate the estate tax. Twenty-four companies shared their views on the potential impact this would have.



Most companies do not expect elimination.

- **58%** predict that the estate tax will not be eliminated.
- **13%** expect that it will be eliminated.
- **29%** say it is too soon to tell.



How would elimination affect single life insurance sales?



- **54%** of companies think elimination of the estate tax would have a minor negative impact on their own single life sales in the year following passage.
- **67%** believe it would have a minor negative impact on industry sales.



How would elimination affect survivorship life insurance sales?

- On average, survivorship life represents **10%** of new premium for companies that offer it.
- **62%** of companies that sell survivorship life would expect a minor negative or no impact on their own survivorship life sales in the year following passage.
- **38%** believe it would have a major negative impact.
- **67%** believe it would have a major negative impact on industry sales.

Will legacy, multigenerational, and special needs planning affect life insurance sales?

63%

of companies expect they will lessen the decline of their sales slightly.

67%

believe they will lessen the decline of industry sales slightly.

Data is from a LIMRA survey of 24 carriers conducted in April 2017. Respondents represent 64% of survivorship annualized premium.