Impact of Potential Elimination of the Estate Tax

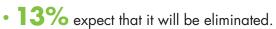


The current administration has stated an intent to eliminate the estate tax. Twenty-four companies shared their views on the potential impact this would have.



Most companies do not expect elimination.

• 58% predict that the estate tax will not be eliminated.



• 29% say it is too soon to tell.



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.

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.

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.

