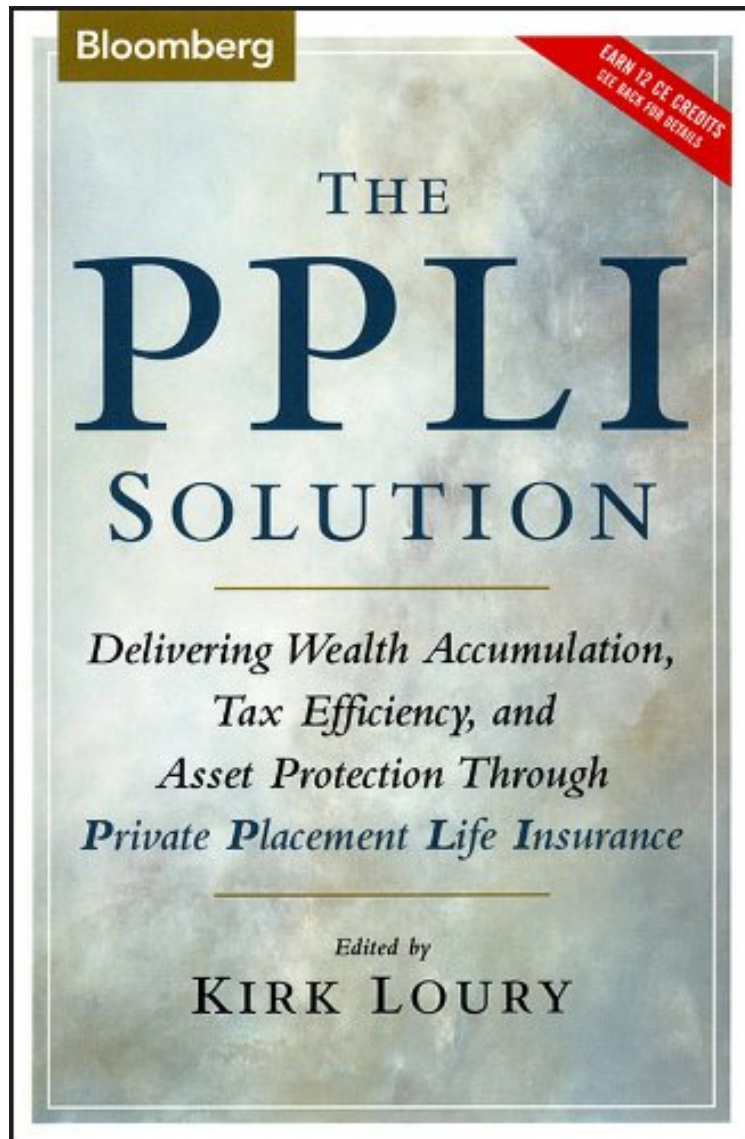


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6 of 7 people found the following review helpful. The Bible of PPLI, a Must Read for the Superaffluent and Their Advisors By William R. Fowler This book is very well-written and covers the subject in great detail. This book's contributors are the best PPLI advisors in the nation and it shows. PPLI is one of the most exciting tax-savings and wealth accumulation tools for those whose net worth exceeds \$5 million. If you are an advisor to superaffluent clients, or you're superaffluent yourself, you MUST have this book. Conventional cash value life insurance grows income tax free, but is hindered by high sales commissions, loading and maintenance fees, and is somewhat restricted in the types of investments it may choose. PPLI can invest in a wide range of high-performing funds, including hedge funds, and best of all loading and maintenance fees are very low: usually 1-2% loading and 100 basis points (1%) or less annual maintenance fees. And it grows income tax free! A good estate planner can also usually place the policy outside one's taxable estate i.e. no estate taxes. Insurance salesmen make much less money from a PPLI policy than they do from selling standard VUL policies, so do not be surprised if they don't know about PPLI, pretend they don't know about it when they do, or badmouth it. PPLI is thus often handled by high-end attorneys or other professionals who cater to the wealthy. And might I recommend a great companion to this book: Asset Protection in Financially Unsafe Times by Dr. Arnold Goldstein and W. Ryan Fowler. Tons of depth, case law analysis, and cutting edge asset protection and estate planning strategies.

0 of 0 people found the following review helpful. Five Stars By Alexander I Great, informative book for advisors.

0 of 0 people found the following review helpful. Four Stars By John DA derailed and incisive survey

Private placement life insurance (PPLI) was once the exclusive domain of wealthy investors willing to tackle the logistical challenges of the offshore insurance market. The investment portfolio, tax, and estate-planning applications, and ongoing investment potential of these policies made the effort worthwhile. In recent years, though, a number of U.S.-based insurance companies have developed similar policies that meet all U.S. insurance, investment, and tax regulations. PPLI is becoming a fundamental component of effective tax, trust, and estate planning, but few sources have been available to detail the best practices until now. The PPLI Solution can serve as a resource for effective execution. Written by leading practitioners, the book will position advisers to capitalize as PPLI expands further into the high-net-worth market and becomes available to individuals with an investable net worth as low as \$1 million. Few investors whatever their net worth will want to venture into the PPLI market without guidance. The PPLI Solution addresses the needs of investment managers, consultants, attorneys, and accountants who want to achieve the broad understanding of PPLI's applications required of those providing advice. It can serve as an authoritative source for anyone including investors seeking to know more about PPLI's nearly perfect tax efficiency, solid creditor protection, and powerful means of creating wealth.

"A timely and well-written volume, especially for the 'hedge fund age' that now dominates the investment climate." -- Michael G. Tannenbaum, Esq.; President, Hedge Fund Association

"Understanding PPLI requires legal, investment, and insurance-industry knowledge, and this book provides it all." -- Steven M. Loeb, JD, LLM, Partner, Cleary Gottlieb Steen Hamilton

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"A timely and well-written volume, especially for the 'hedge fund age' that now dominates the current investment climate. It is difficult if not impossible to take advantage of these new opportunities without proper guidance, and Van's and Hayden's chapter about incorporating hedge funds into private placement life insurance is a primer for those attracted to the subject. The due-diligence guide contains practical insights and a 'what to watch for' section that can serve to avoid costly mistakes." -- Michael G. Tannenbaum, Esq. Partner, Tannenbaum Helpen Syracuse Hirschtritt LLP President, Hedge Fund Association

"Well conceived, well researched and well written. If you want to understand the benefits and risks of private placement life insurance, this is the place to start." -- Glenn S. Daily, CFP, CLU, ChFC Fee-only insurance consultant, New York, NY

"A unique and comprehensive guide to a complex subject." -- Preston Tsao Chairman, Metropolitan Circle of Private Investment, New York

"The PPLI Solution is a comprehensive multidisciplinary look at the emerging world of private placement life insurance. It is a must-read for anyone considering or advising on the purchase of one of these policies. Understanding private placement life insurance as a wealth management tool requires legal, investment, and insurance industry knowledge, and this book provides it all in a concise manner." -- Steven M. Loeb, JD, LLM Partner, Cleary Gottlieb Steen Hamilton

"This book does an excellent job of demystifying PPLI. True professionals are attempting full disclosure and transparency in an area that begs for it. For families and their advisers who need to fully understand PPLI, this book is a winner." -- Thomas R. Livergood CEO, The Family Wealth Alliance

About the Author Kirk Loury is president and chief investment officer for Spencer Trask Asset Management, a wholly owned registered investment adviser of Spencer Trask Co. Spencer Trask is a venture capital firm serving the private-equity needs of high-net-worth individuals and investment advisers. As chief investment officer, Loury directs the investment analysis of hedge funds and venture capital as asset classes, sets investment policy and practices, oversees portfolio administration, manages due diligence activities, and maintains the firm's external investment and distribution

relationships. As a champion of private placement life insurance, Lory has taken on a broad industry role as an educator and portfolio adviser. He was an account executive at IBM and later joined New York Life. He received his BS from the University of Colorado, Boulder, and his MBA from the Harvard Graduate School of Business Administration.