



**Gary McCall**  
**Vice President, Estate &  
Business Planning**  
**German American, Evansville,  
Indiana**

Gary holds a Bachelor of Science Degree in Marketing from the University of Evansville. He began his insurance career right out of college. Since 1990, he has provided expert advice to

business owners in the areas of Estate Planning, Wealth Transfer Strategies, Business Succession Planning and Executive Benefits. He is married to Lisa, who is a first grade teacher. They have 2 grown children, Brittany and Zach. Gary enjoys spending time with his family and friends along with playing golf, cooking, watching college football and cheering for the Chicago Cubs.



**Paula Goodhew**  
**Personal Lines & Small  
Business Agent**  
**German American,  
Bloomington, Indiana**

Paula is a native of Ohio and grew up on a large family farm near Union City, Indiana. She graduated from Purdue University with an Associate's Degree in Veterinary Technology in

1989 and worked in the veterinary technology field for two decades before changing careers and becoming licensed in Indiana and Ohio to sell insurance. Paula has been involved with insurance since 2018. In 2015, Paula and her husband, Rob, moved from Ridgeville, Indiana, to a farm they purchased in Lawrence County. In their free time they train thoroughbreds, bale hay, and Paula competes in endurance rides in the Midwest region. In the summer you will find them on their boat skiing and wakeboarding on Lake Monroe. Paula and Rob also enjoy spending time with their adult children, Lyndsey, Robin, Justine, Nick, and Brooke.

# **Life/Viatical Settlements and the Benefits of Reviewing Existing Policies**

**Gary McCall, Vice President, Estate & Business Planning, German American,  
Evansville, Indiana**

1. Long Term Care Planning: What does the market look like now vs 10 years ago?
2. Viatical Settlements/Life Settlements
3. Estate Planning/Wealth Transfer: Two great reasons to use survivorship life in your planning!

**Paula Goodhew, personal Lines & Small Business Agent, German American,  
Bloomington, Indiana**

1. The importance of proper liability limits for personal clients and small businesses – risks of being under insured.
2. Why you need an umbrella policy! Benefits to families, business owners, high net worth clients
3. Importance of account reviews and policy reviews
4. Understanding RCV – Why the value is different from the sale value/loan value.

## **Learning Objective:**

The learning objectives for this session include knowing about the types of personal insurance coverage needed for comprehensive planning: personal, business, and long term care needs. Evaluating and processing what is needed will be key point of emphasis. We will discuss what life and Viatical settlements are used for, how to choose which one to use, and the advantages and disadvantages of each. Lastly, participants will learn more about the taxes involved with wealth transfer for mid to smaller size estates.

## **Level of Difficulty:**

Medium