

## **Spokane Estate Planning Council**

**March 26, 2019 Dinner Meeting**

**Presented by  
John Barkhurst,  
Sr. New Business Development Manager  
ITM TwentyFirst**

### **Irrevocable Life Insurance Trust (ILIT) Administration Risks**

1. The TOLI Handbook
2. What is an ILIT
  - a. Why use an ILIT and how they help
3. What are a trustee's duties and responsibilities?
4. Guidance for trustees
  - a. Uniform Prudent Investors Act (UPIA)
  - b. The Unique & Hard to Value Assets Handbook
5. Fiduciary Risk
  - a. Key trust owned life insurance (TOLI) statistics
6. Life insurance policy remediation
  - a. Policy remediation case studies
7. Closing thoughts and questions

## **John Barkhurst**

John is the Senior New Business Development Manager at ITM TwentyFirst, and has been providing third-party administration and risk management solutions to fiduciaries of Trust Owned Life Insurance (TOLI) since 2004. Prior to the merger in 2015, John was one of the original members of both the ITM and InsurancelQ teams. He has educated hundreds of corporate and professional trustees on the potential risk of life insurance, and his expertise in this niche trust industry is unparalleled.



While at ITM, John's proficiency in life insurance was utilized in various roles in business development, operations, and policy remediation. As Operations Manager, John helped establish many of the administrative processes and management procedures still employed today. As a Remediation Manager, John oversaw dozens of ILIT portfolios, delivering policy management and remediation services on thousands of life insurance policies. Prior to joining ITM, John served as Vice President of Sales for InsurancelQ, and played an integral role in establishing InsurancelQ as the premier provider of TOLI analytics and ILIT portfolio management software.

John Barkhurst

Senior New Business Development Manager

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