



## Michael Fugler Featured in "The Life Settlements Report" September Issue

Syosset, NY ([PRBuzz.com](http://PRBuzz.com)) September 7, 2012 -- Michael Fugler, a recognized global expert in Longevity and Life Settlements and immediate past Deputy Chairman of the European Life Settlement Association (ELSA), was featured in the September 6, 2012 issue of "The Life Settlements Report".

Mr. Fugler was interviewed by Maria Brosnan Liebel in her article, "FSA's Latest Proposal on Retail Investment May Bring Clarity to the Market."

The article stated:

Michael Fugler, head of global capital markets for Welcome Life Financial Group in Boca Raton, Fla., said the latest proposal helps repair previous damage the FSA caused to the life settlements market last year and will not impact it further.

"I think the FSA clarifying their thinking was good for the Industry and certainly much better than the previous FSA position in which an upper level manager labeled Life Settlements as 'toxic' in a panic without thinking through the impact of such an irresponsible statement with no support or foundation for it," he said in an email.

Fugler said institutional investors are being more cautious. "I see more institutions willing to consider Insurance Linked Securities for investment purposes but I also see different type of structures, more clarity in the underlying investments and better life expectancy reports, all of which demonstrate a maturing market," he said. "The 'gunslinging' is over."

The interview in its entirety is recited below:

1. What do you think about the FSA's latest proposed guidance on UCIS, SPVs and QIFs?  
I think the FSA clarifying their thinking was good for the Industry and certainly much better than the previous FSA position in which an upper level manager labeled Life Settlements as "toxic" in a panic without thinking through the impact of such an irresponsible statement with no support or foundation for it.

2. Do you think it will have much more impact on the market than its life settlement guidance already had?

No, I think it helps repair and clarify the previous damage done unnecessarily and will not impact the market. I agree that many "Retail" investors that previously were brought into this

market will be cut out but looking at the type of investment structure they were put into in the past and the poor investment returns and marketing misrepresentations and lack of clarity on the investments they shouldn't be in them anyway.

3. Despite the FSA's actions, are you seeing more institutional investment in the market from overseas?

I see more institutions willing to consider Insurance Linked Securities for investment purposes but I also see different type of structures, more clarity in the underlying investments and better life expectancy reports, all of which demonstrate a maturing market; the "gunslinging" is over.

4. Or is it making institutional investors more cautious?

The institutions are more cautious about who they deal with and go into more depth on the structure and returns and underlying support, again, wisdom developed in a maturing marketplace and lessons learned from the recession.

View the printed report and article at [http://michaelfugler.com/uploads/LSReport\\_9-6-12\\_Fugler\\_Article.pdf](http://michaelfugler.com/uploads/LSReport_9-6-12_Fugler_Article.pdf).

Mr. Fugler is a global expert and speaker on Entrepreneurship. Delivering education, training, and demonstration workshops on how to go from an idea on a napkin to a stock exchange listing and all the steps in between. He has developed the Business Mastery System for Entrepreneurs, teaching how to find capital around the world. Whether seminars, webinars, panels, speaking engagements, or public appearances, Michael gives an overview of the vision and the knowledge which will give you a clearer understanding of how to develop your "Master Plan" using technology and social media in shaping your client acquisitions and relationships in this new economy and our changing world, ending with how to develop and present your "killer" client presentations that will move clients to action.

Mr. Fugler has been a licensed Attorney for 38 years developing an expertise in international law and finance, international investment and merchant banking. He has also been an Investment Banker for the past 16 of those years being [FINRA](#) registered with Series 7, 24, 63, and 79 licenses and establishing offices and providing extensive consulting and guidance to institutional investors throughout Europe and the USA and now Asia.

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