## REPORT

OF

## Eduardo S. Espinosa, Receiver

## For

## Retirement Value, LLC

## As of <br> May 31, 2014

State of Texas v. Retirement Value, LLC, et al. Cause Number D-1-GV-10-000454
$126^{\text {th }}$ District Court of Travis County, Texas,

This report updates the investors, the Court and the public as to the Receivership’s status as of the end of May 2014, the fourth full year of the Receivership. This report supplements the Receiver’s reports of July 28, 2010, April 30, 2011, December 31, 2011 and May 31, 2013 and should be read in conjunction with those reports.

## I. The Plan of Distribution

The estate is operating under the Plan of Distribution approved by the Court in July of 2012. The Plan calls for the Receiver to hold the insurance policies until they mature using the proceeds of earlier maturing policies to fund the payment of premiums. As funds in excess of the required premium reserves become available, the Receiver will make interim distributions to the investors. The Receiver and his actuaries will periodically re-evaluate the portfolio to determine the reserve levels that need to be maintained and whether there is excess cash available for distribution.

## A. Current actuarial projections

At the Receiver's request, Lewis \& Ellis prepared the most recent actuarial analysis in October 2013 for the purpose of determining whether the Receiver could make an additional distribution. ${ }^{1}$ As of October 2013, Lewis \& Ellis determined that the portfolio would likely generate between $\$ 44.9$ million and $\$ 78.6$ million in cash after paying premiums and taxes on the proceeds of the policies. The median outcome was $\$ 62.5$ million. This means that most of the proceeds of the policies will be used to pay premiums and taxes. Lewis \& Ellis also determined that as of October 2013, a reserve of $\$ 14.6$ million would suffice to meet the premium obligation in $97.5 \%$ of the foreseeable scenarios.

[^0]Adding the cash held by the estate to the money that the portfolio is anticipated to generate gives the total amount that the Receiver anticipates being able to distribute to the investors. When added to the $\$ 17.9$ million in cash then held by the estate, the anticipated total distributable amount ranges between $\$ 62.8$ million and $\$ 96.5$ million with a median of $\$ 80.4$ million as of October 2013. ${ }^{2}$ We anticipate that it will take twenty or more years for the portfolio to fully mature and to repay the investors, if possible.

The estate has already distributed $\$ 8.5$ million to the investors. This means that we anticipate total distributions to the investors to range from $\$ 68.3$ million to $\$ 102.0$ million with a median of $\$ 85.9$ million. The Retirement Value investors’ likely recovery ranges from $\$ 64.9$ million (84. 9\%) to $\$ 96.8$ million (126.7\%) with a median of $\$ 81.5$ million (106.7\%). The HCF investors' likely recovery ranges from $\$ 3.5$ million (87.8\%) to $\$ 5.2$ million (131.0\%) with a median of $\$ 4.4$ million (110.3\%).

The current projections are based on the best information available to the Receiver and depend heavily on the accuracy of the life expectancy calculations used by the actuaries and on the continued willingness of the insurance companies to honor the policies. Currently, the Receiver has life expectancy calculations prepared in 2010 and 2011 by ISC and calculations prepared in 2012 by AVS. Recent news reports indicate that several of the major LE providers have announced that newer models may lead to longer LE calculations for certain persons. This situation is evolving and the exact impact is unknown. If, as happened in 2008, current life expectancy calculations are found to be systemically short, then the overall recovery will be reduced as the policies will actually take longer than anticipated to mature. Due to the cost and difficulty of obtaining updated health information on the insureds, we do not anticipate obtaining

[^1]additional LEs in 2014. Thus, at this point, we do not know how the newer LE models will affect the portfolio. We believe, however, that the estate has sufficient funds to pay premiums because we have reserved based on scenarios that assume that the policies will mature more slowly than currently anticipated.

To date, the insurance companies against whom the estate has made claims - Pacific Life and AXA - have paid the claims. However, Pacific Life initially refused to pay the PLI140 claim for $\$ 10$ million and agreed to pay only after discussions between their counsel and the Receiver's counsel. While we are confident that the insurance companies would ultimately be required to pay claims on the policies, litigation is uncertain. A substantial delay in payment or worse a denial of payment would substantially affect the money available to distribute to investors. Again, our conservative reserve strategy should provide some protection against delayed or disputed insurance claims.

## B. Distributions

The Receiver has distributed $\$ 8.5$ million to the investors. In October 2012, the Receiver made an Initial Distribution of $\$ 5.5$ million distribution to the investors, which occurred in October 2012. The Retirement Value investors received 94.7\% (or $\$ 5,197,150.44$ ) and the HCF investors received 5.3\% (or $\$ 278,756.13$ ) of the Initial Distribution. ${ }^{3}$ In February 2014, the Receiver made an interim distribution of $\$ 3.0$ million. The Retirement Value investors received \$2,846,604.34 and the HCF investors received \$153,395.66. ${ }^{4}$

[^2]When another distribution will be made and how much it may be, depends largely upon the maturities that occur in the portfolio. Each maturity will not necessarily result in a distribution. Distributions can be made only when the cash held by the Receiver exceeds the amount he is required to keep in reserve to pay premiums and other expenses.

## C. Claims against the estate

Generally, the Plan divides the various persons with claims against the estate into three classes - investors, non-investor creditors and equity holders.

All told, the approved investor claims total about $\$ 80.4$ million divided between Retirement Value investors and Hill Country Funding investors. ${ }^{5}$ The investors will be paid in full before the non-investor creditors are paid, if at all. Following the two distributions totaling $\$ 8.5$ million, $\$ 71.9$ million in investor claims remain outstanding: $\$ 68.4$ million payable to Retirement Value investors, and $\$ 3.5$ million payable to HCF investors. The most recent Claim Schedule may be found on the Receiver's website.

There are approximately $\$ 270,000$ in approved non-investor claims against the estate. ${ }^{6}$ There are also $\$ 500,000$ in unapproved non-investor claims. Because the non-investor claims are unlikely to be paid, the Receiver has not yet undertaken to resolve these claims.

In the highly unlikely event that the investor claims and non-investor creditor claims are paid in full, the Plan provides that any assets remaining would be distributed to the equity holders of Retirement Value and Hill Country Funding. However, because of settlements between the Receivers and the owners of the two companies, any residual assets will be distributed equally among the investors and non-investor creditors.

[^3]
## D. Assets of the estate

## 1. Insurance Policies

The life insurance policies owned by Retirement Value and Hill Country Funding constitute one of the estate's primary assets. The estate's portfolio currently consists of 51 life insurance policies insuring the lives of 44 individuals with an aggregate face value of $\$ 129.1$ million. The Retirement Value estate consisted of 46 policies insuring the lives of 42 individuals with an aggregate face value of $\$ 122.3$ million. ${ }^{7}$ The Hill Country Funding portfolio consisted of five policies insuring the lives of two individuals with an aggregate face value of $\$ 6.75$ million. The combined portfolio had a market value of $\$ 8.7$ million in 2013. ${ }^{8}$ Because he does not plan to sell the policies, the Receiver did not obtain an appraisal of the portfolio in 2014.

To date, only two of the insureds have died. The first insured, policy PLI140-111109DM, died in 2010. After a dispute with the insurance company, the Receiver received the full $\$ 10$ million in policy proceeds plus an additional $\$ 100,000$ in interest. The second insured, policies PLI930-102009-HM and AXA597-110209-HM, died in 2013. The Receiver has received the full $\$ 2.5$ million due on those policies.

## 2. Cash

On May 31, 2013, the estate had $\$ 17.1$ million in cash. The Receiver has since: (i) distributed $\$ 3.0$ million to the investors; (ii) paid expenses, including $\$ 4.5$ million in premiums; (iii) collected $\$ 1.3$ million from the maturity of PLI930-102009-HM; and (iv) collected on

[^4]numerous settlement agreements (discussed below). As of May 31, 2014, the estate had \$12 million in cash. Cash on hand balances at various times during the estate's life were:

| Date | Cash On Hand |
| :---: | :---: |
| May 5, 2010 | $\$ 25,463,772.69$ |
| Dec 31, 2010 | $\$ 20,802,698.45$ |
| Dec 31, 2011 | $\$ 26,024,739.83$ |
| Dec 31, 2012 | $\$ 15,795,158.64$ |
| May 31, 2013 | $\$ 17,093,602.03$ |
| May 31,2014 | $\$ 12,037,987.70$ |

The estate's main use of funds is paying the insurance premiums to keep the policies from lapsing. The portfolio’s premiums currently cost the estate about $\$ 4.5$ million per year. As policies mature, the premium obligations associated with the maturing policy cease. However, the premiums associated with the remaining policies continue to increase over time. Thus, we are paying slightly more in premiums each year. The table below summarizes the premiums paid by the estate to date.

| $\underline{\text { Time Period }}$ | Premium Expense |
| :---: | ---: |
| $05 / 05 / 2010-12 / 31 / 2010$ | $\$ 3,285,402.16$ |
| $01 / 01 / 2011-12 / 31 / 2011$ | $\$ 3,949,753.98$ |
| $01 / 01 / 2012-12 / 31 / 2012$ | $\$ 4,088,867.02$ |
| $01 / 01 / 2013-12 / 31 / 2013$ | $\$ 4,141,362.67$ |
| $01 / 01 / 2014-12 / 31 / 2014$ (proj) ${ }^{9}$ | $\$ 4,656,158.20$ |

## II. Litigation involving the Estate

The litigation surrounding Retirement Value, Hill Country Funding and their securities offerings, which has been ongoing for four years, is largely complete. The litigation consists of three parts: (i) the claims by the State of Texas against Retirement Value, Hill Country Funding and persons affiliated with them; (ii) the claims by the combined estates of Retirement Value and

[^5]Hill Country Funding brought by the Receiver, the Special Receiver and the HCF Receiver; and (iii) claims by various persons against Retirement Value, Hill Country Funding or the estate.

## A. The State's claims

The State sued Retirement Value and Hill Country Funding alleging that they violated the Texas Securities Act by selling unregistered securities by fraudulent means and that they violated the Texas Deceptive Trade Practices Act by engaging in deceptive practices in connection with the sale of investments based on life settlements. In addition, the State sued a number of individuals affiliated with Retirement Value and Hill Country Funding.

The Court found that Retirement Value committed securities fraud. In an order granting the State's motion for partial summary judgment against Retirement Value, the Court held that "Retirement Value engaged in fraud or fraudulent practices in the course of selling unregistered securities and thereby violated section 32(A) of the Texas Securities Act." The Court also ordered Retirement Value to make restitution to the investors in the amount of $\$ 77.6$ million. The Court entered a similar order regarding Hill Country Funding.

The Receiver supported the Court's entry of judgment against Retirement Value. A judgment finding that Retirement Value committed securities fraud and ordering restitution has numerous salutary effects for the investors and the estate: (i) it effectively rescinds the security sold by Retirement Value which had imposed negative tax consequences on the investors; (ii) it provides support for those investors who wish to claim a theft loss; and (iii) it causes payment from the Receiver to be treated as a return of capital rather than income for income tax purposes. The judgment also protects the Plan of Distribution against collateral attack. The State's claims against Retirement Value under the DTPA were not part of the summary judgment and remain pending. The Receiver anticipates that the State will drop its remaining claims.

The State settled its claims against Dick Gray, Bruce Collins, Wendy Rogers, Don James, Ron James, James Settlement Services and Mike Beste. These settlements were part of the settlements between the Receiver and the defendants. All payments by the defendants under their settlements have been paid to the estate. As part of these settlements, the Court has entered permanent injunctions against each of these persons. The injunctions generally prohibit the settling defendant from violating the Texas Securities Act and the DTPA in the future.

## B. The Estate's Claims

## 1. Claims by the Receiver

Pursuant to the authority granted to him and in furtherance of his duties, the Receiver sued a number of parties, including the owners of Retirement Value, James Settlement Services and certain licensees. All of the Receiver's claims have been resolved either by settlement or by judgment of the Court. The various appeals that were pending have all been dismissed.

The Receiver has entered into settlement agreements with numerous persons. Pursuant to settlement agreements approved by the Court, the settling defendants are obligated to pay $\$ 9.6$ million dollars to the estate, of which $\$ 9.3$ million has been collected. Most of the outstanding $\$ 300.000$ is secured by judgments against the individual defendants in amounts that greatly exceed the amounts owed by each under their settlement agreements. The following table ${ }^{10}$ summarizes the settlements approved by the Court so far:

## Approved Settlements

Collins, Bruce
Gray, Richard H
James Settlement Services, et al
Kiesling Porter Kiesling \& Free
Licensees

## Gross Amount

322,078.97
623,099.56
5,500,000.00
710,000.00
2,183,887.13

[^6]Approved Settlements
Rogers, Wendy ${ }^{11}$
Total
To Be Funded
Collected

Gross Amount
182,963.63
9,522,029.29
$(286,487.90)$
\$ 9,235,541.39

The Receiver has also obtained judgments against the 45 licensees who did not respond to his suit and an additional 26 licensees who disputed the Receiver's claims. These judgments, including pre-judgment interest and attorneys fees, total $\$ 5.9$ million. ${ }^{12}$ Although full recovery of the amounts due from these licensees under the judgments is unlikely, the Receiver will continue to pursue collection efforts against these licensees. The exact efforts undertaken will depend upon the particular circumstances but will likely include abstracting the judgment to place liens on real property owned by each.

Some of the licensees who are the subject of judgments against them may seek to appeal those judgments. If so, the Receiver will have to defend the appeals and, potentially, may have to engage in further litigation with those defendants. The appeals and any further litigation will be handled by the Receiver's contingency fee counsel. As of the date of this Report, none of the licensees has appealed a judgment against him or her.

## 2. Claims by the Special Receiver

The Special Receiver, Janet Mortenson, was appointed by the Court to investigate and, if appropriate, to pursue claims against Wells Fargo. After investigating, the Special Receiver filed

[^7]a claim in arbitration against Wells Fargo. The arbitration panel ruled in favor of Wells Fargo and against the Special Receiver. The Court recently entered an order confirming the arbitration award effectively terminating the Special Receiver’s claim.

## 3. Claims by the HCF Receiver

The HCF Receiver is charged with asserting claims on behalf of the HCF investors. Certain of the claims by the HCF Receiver are shared with the Retirement Value estate. These claims include claims against the bonding companies which issued bonds securing the payment of the HCF insurance policies as well as claims against Dick Gray and others. The HCF Receiver settled his claims against Dick Gray for a small amount of money paid to the estate.

## C. Claims against the Estate

Various non-investor parties have asserted claims against the estate. These claims are categorized as Class 3 claims and are not payable until the investors have been paid in full with interest. As it is unlikely that the Receiver will be able to pay the investors with interest, these claims will probably never be paid. There are about $\$ 270,000$ in approved Class 3 claims and approximately $\$ 500,000$ in disputed Class 3 claims.

The primary claim against the estate is a claim for employment discrimination asserted by Tracy Moss, a former employee of Retirement Value. She sued Retirement Value and Dick Gray in federal court in New Jersey. The Receiver recently agreed to a $\$ 150,000$ judgment in favor of Ms. Moss in order to avoid additional legal expense. The judgment will be treated as a Class 3 claim. Ms. Moss has indicated that she may seek to modify the Plan in order to have her claim treated as well as or better than the investor claims. To date, however, she has not done so. The Receiver will oppose any attempt to change the Plan to favor the claims of a single creditor.

In addition, a number of licensees and others who have been sued by the Receiver asserted counterclaims. The Court entered judgment in favor of the Receiver on all of these claims.

## III. Going Forward

Barring attempts to undo or revise the Plan of Distribution, the active phase of the Receivership has ended. The Receiver will concentrate on the following tasks:

- Monitoring the portfolio of life insurance policies:
- Paying premiums and other expenses;
- Making and prosecuting claims for benefits under insurance policies as needed;
- Analyzing the portfolio and the cash reserves to determine when a distribution may be made;
- Collecting on judgments and settlements (including responding to appeals of judgments in his favor);
- Communicating with investors and other creditors indirectly via the website and reports and directly on an individual basis as needed; and
- Reporting to the Court as required.

Issues, which will require the Receiver's attention, will no doubt arise in the future. Depending upon their nature, new issues may require a more active role for the Receiver and his counsel.

## IV. Conclusion

The estate is being administered in accordance with the Plan of Distribution. The actuarial model supporting the Plan forecasts that throughout the estate's portfolio's 20+ year anticipated life, the portfolio should yield distributable net cash flow roughly equal to $100 \%$ of investor-victims' initial investment, plus or minus 20\%. However, because anticipated premium
and tax expenses exceed $\$ 70$ million dollars and the estate currently has just $\$ 12$ million on hand, investors should not anticipate distributions whenever a mortality occurs. Death benefits from the earlier maturing policies are being used to maintain the premium reserves. Upon the occurrence of one or more mortalities in any calendar year, the Receiver will revisit the actuarial model and reassess the adequacy of the estates' cash reserves. When the estate's cash on hand substantially exceeds its reserve requirements, the Receiver will make additional interim distributions.

In the meantime, the Receiver will continue to maintain the portfolio of policies and collect on the settlements and judgments that he has recovered on behalf of the estate.

| Policies owend by the Combined Estates of Retirement Value \& Hill Country Funding |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Internal Code | Carrier | Face Amount | Midwest <br> Medical <br> LE 50\% | Date of MWM <br> LE Certificate | MWM Life Expectancy Date $(50 \%)$ | Deceased |
| HCF- JHL305-LS | John Hancock | \$750,000 | 39 | 1/16/2008 | 4/16/2011 |  |
| HCF-SLF652-LS | Sun Life Financial | \$500,000 | 39 | 1/16/2008 | 4/16/2011 |  |
| HCF-JHL442-LS | John Hancock | \$1,500,000 | 36 | 7/9/2008 | 7/9/2011 |  |
| HCF-SLF495-LS | Sun Life Financial | \$1,500,000 | 36 | 7/9/2008 | 7/9/2011 |  |
| ANI521-102209-BW | American National | \$1,000,000 | 35 | 9/11/2009 | 8/10/2012 |  |
| OML446-031909-RL | Old Mutual Life/Fidelity \& | \$2,000,000 | 40 | 4/17/2009 | 8/15/2012 |  |
| LBL771-110209-MF | Lincoln Benefit Life | \$2,000,000 | 35 | 11/2/2009 | 10/1/2012 |  |
| AGL130-012110-PM | American General Life \& | \$2,000,000 | 33 | 1/11/2010 | 10/10/2012 |  |
| ING283-031909-AI | ING | \$2,000,000 | 43 | 5/28/2009 | 12/25/2012 |  |
| PLI140-111109-DM | Pacific Life | \$10,000,000 | 38 | 11/11/2009 | 1/9/2013 | Yes |
| LFG183-111109-MR | Lincoln Financial | \$5,000,000 | 40 | 10/30/2009 | 2/27/2013 |  |
| LFG566-071509-MR | Lincoln Financial | \$4,700,000 | 43 | 8/13/2009 | 3/12/2013 |  |
| AGL06L-102009-LM | American General | \$2,500,000 | 42 | 9/14/2009 | 3/14/2013 |  |
| WPL982-071509-LB | William Penn Life | \$500,000 | 44 | 8/10/2009 | 4/9/2013 |  |
| AVL180-030510-MR | AVIVA Life \& Annuity | \$5,000,000 | 39 | 2/25/2010 | 5/26/2013 |  |
| HCF-AXA058-PF | AXA Equitable | \$2,500,000 | 48 | 5/29/2009 | 5/28/2013 |  |
| AXA597-110209-HM | AXA Equitable | \$1,250,000 | 46 | 10/6/2009 | 8/5/2013 | Yes |
| PLI930-102009-HM | Pacific Life | \$1,250,000 | 46 | 10/6/2009 | 8/5/2013 | Yes |
| LBL165-031909-NL | Lincoln Benefit Life | \$750,000 | 54 | 3/19/2009 | 9/16/2013 |  |
| AXA091-012110-PC | AXA Equitable | \$5,000,000 | 45 | 12/18/2009 | 9/16/2013 |  |
| LFG782-090409-HO | Lincoln Financial | \$5,000,000 | 49 | 8/26/2009 | 9/24/2013 |  |
| SLA534-031909-LC | Sun Life Assurance | \$650,000 | 54 | 3/30/2009 | 9/27/2013 |  |
| LFG591-031909-DH | Lincoln Financial | \$1,000,000 | 55 | 3/6/2009 | 10/3/2013 |  |
| ING15J-121409-AK | ING | \$1,000,000 | 47 | 12/9/2009 | 11/7/2013 |  |
| ANI852-031909-HO | American National | \$5,000,000 | 53 | 6/22/2009 | 11/20/2013 |  |
| LFG272-112009-PS | Lincoln Financial | \$1,300,000 | 48 | 11/24/2009 | 11/23/2013 |  |
| PLI980-11109-JS | Pacific Life | \$4,000,000 | 49 | 10/26/2009 | 11/24/2013 |  |
| PLI680-102909-JS | Pacific Life | \$1,000,000 | 49 | 10/26/2009 | 11/24/2013 |  |
| AXA729-112009-SF | AXA Equitable | \$2,000,000 | 49 | 11/18/2009 | 12/17/2013 |  |
| ING201-071509-AG | ING | \$5,000,000 | 55 | 7/8/2009 | 2/4/2014 |  |
| HLI814-092509-MI | Hartford Life | \$1,500,000 | 54 | 9/3/2009 | 3/3/2014 |  |
| TRA281-071509-RJ | Transamerica | \$1,500,000 | 56 | 7/15/2009 | 3/14/2014 |  |
| LFG008-102909-RB | Lincoln Financial | \$3,000,000 | 53 | 10/15/2009 | 3/15/2014 |  |
| LFG311-031210-HM | Lincoln Financial | \$5,000,000 | 49 | 2/18/2010 | 3/19/2014 |  |
| AXA994-011510-BD | AXA Equitable | \$2,100,000 | 51 | 12/31/2009 | 3/31/2014 |  |
| ING036-071509-EB | ING | \$3,000,000 | 57 | 8/4/2009 | 5/3/2014 |  |
| LFG006-103009-JC | Lincoln Financial | \$2,000,000 | 56 | 9/18/2009 | 5/18/2014 |  |
| LFG117-021710-HW | Lincoln Financial | \$2,000,000 | 52 | 1/19/2010 | 5/19/2014 |  |
| LFG248-012610-HM | Lincoln Financial | \$3,000,000 | 52 | 1/20/2010 | 5/20/2014 |  |
| SLA338-112009-CD | Sun Life Assurance | \$2,000,000 | 59 | 10/29/2009 | 9/27/2014 |  |
| MET650-071509-DF | Met Life | \$1,000,000 | 62 | 8/7/2009 | 10/5/2014 |  |
| LFG740-071509RL | Lincoln Financial | \$5,000,000 | 63 | 7/15/2009 | 10/13/2014 |  |
| AXA826-110509-IC | AXA Equitable | \$1,250,000 | 60 | 10/23/2009 | 10/22/2014 |  |
| AGL73L-031909-WK | American General | \$3,000,000 | 70 | 1/12/2009 | 11/11/2014 |  |
| AGL66L-071509-LB | American General | \$750,000 | 64 | 7/15/2009 | 11/12/2014 |  |
| AXA335-022410-PS | AXA Equitable | \$3,000,000 | 57 | 2/18/2010 | 11/17/2014 |  |
| AXA146-090409-GJ | AXA Equitable | \$2,000,000 | 63 | 9/1/2009 | 11/30/2014 |  |
| LFG177-031909-MC | Lincoln Financial | \$1,500,000 | 70 | 2/19/2009 | 12/19/2014 |  |
| AXA804-031909-RM | AXA Equitable | \$4,500,000 | 69 | 3/24/2009 | 12/21/2014 |  |
| LBL361-021710-SW | Lincoln Benefit Life | \$2,085,000 | 60 | 1/27/2010 | 1/26/2015 |  |
| LLI899-102209-AT | Lafayette Life | \$7,000,000 | 64 | 9/29/2009 | 1/27/2015 |  |
| MMI860-071509-ML | Mass Mutual | \$1,500,000 | 69 | 7/8/2009 | 4/6/2015 |  |
| LFG081-021710-RC | Lincoln Financial | \$1,250,000 | 64 | 12/23/2009 | 4/22/2015 |  |
| LFG735-030510-AS | Lincoln Financial | \$5,000,000 | 64 | 2/10/2010 | 6/10/2015 |  |

Exhibit B

## Settlement Agreements

## Payee

Settlement
Collins, Bruce
Gray, Richard H
James Settlement Services, et al
Kiesling Porter Kiesling \& Free
Licensees (see Page 2)
Rogers, Wendy
Subtotal
(To Be Funded)
Collected

| Settlement Amount |
| ---: |
| $322,078.97$ |
| $623,099.56$ |
| $5,500,000.00$ |
| $710,000.00$ |
| $2,183,887.13$ |
| $182,963.63$ |
| $9,522,029.29$ |
| $(286,487.90)$ |
| $9,235,541.39$ |


| Cash | In-Kind | To Be Funded |
| ---: | ---: | ---: |
| 126,688.95 | $195,390.02$ | - |
| $61,000.00$ | $562,099.56$ | - |
| $5,500,000.00$ |  | - |
| $710,000.00$ |  | - |
| $\$ 2,090,016.00$ | $\$ 93,871.13$ | $(286,487.90)$ |
|  | $182,963.63$ | - |
|  | $1,034,324.34$ | $(286,487.90)$ |


| Licensees (SettlementDetail) |  | Settlement Amount | Cash | In-Kind | To Be Funded |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Adkison | Tony | \$10,500.00 | \$10,500.00 | \$0.00 | - |
| Affinity/Capilli |  | \$3,261.99 | \$3,261.99 | \$0.00 | - |
| American Money Group | (Joe Peck) | \$14,659.26 | \$14,659.26 | \$0.00 | - |
| Anselmo | Richard W | \$2,400.00 | \$2,400.00 | \$0.00 | - |
| Asset Growth Protection et al |  | \$50,739.44 | \$31,881.91 | \$18,857.53 | 0.00 |
| Ballman | Dan Charles | \$1,750.00 | \$1,750.00 | \$0.00 | - |
| Banfe | Albert C | \$5,000.00 | \$5,000.00 | \$0.00 | - |
| Barnard | Dscot, \& Valerie (\& IG | \$16,813.60 | \$5,000.00 | \$11,813.60 | - |
| Bennett | Jason | \$1,625.00 | \$1,625.00 | \$0.00 | - |
| Black | Susan | \$11,500.00 | \$11,500.00 | \$0.00 | - |
| Blackman | Patrice H | \$1,500.00 | \$0.00 | \$1,500.00 | - |
| Boddicker | Collin | \$20,000.00 | \$20,000.00 | \$0.00 | - |
| Borok | Thomas Louis | \$16,500.00 | \$3,000.00 | \$13,500.00 | - |
| Brown | Edmond G | \$8,000.00 | \$8,000.00 | \$0.00 | - |
| Cammack | Tony | \$16,000.00 | \$16,000.00 | \$0.00 | - |
| Castellano | Michael | \$30,000.00 | \$30,000.00 | \$0.00 | $(25,000.00)$ |
| Cervenka | Brian | \$50,000.00 | \$50,000.00 | \$0.00 | $(35,466.66)$ |
| Chadwick | Raymon G. JR | \$30,000.00 | \$30,000.00 | \$0.00 | $(24,375.00)$ |
| Champion | John | \$24,400.00 | \$24,400.00 | \$0.00 | - |
| Chock | Leona | \$8,400.00 | \$8,400.00 | \$0.00 | - |
| Coleman | Ronald | \$33,500.00 | \$33,500.00 | \$0.00 | - |
| Collins | Sharon L (Peters) | \$5,000.00 | \$0.00 | \$5,000.00 | - |
| Corbin Itnernational |  | \$2,500.00 | \$2,500.00 | \$0.00 | - |
| Creative Wealth Design | W.C. Young | \$30,000.00 | \$30,000.00 | \$0.00 | $(22,500.00)$ |
| Davidson | Wesley | \$10,000.00 | \$10,000.00 | \$0.00 | - |
| Davis | Jeffrey T | \$27,500.00 | \$27,500.00 | \$0.00 | - |
| Donnantuoni | Joseph | \$20,000.00 | \$20,000.00 | \$0.00 | - |
| Eastham | Michael | \$25,000.00 | \$25,000.00 | \$0.00 | $(11,000.00)$ |
| Feeken | Steve | \$47,500.00 | \$47,500.00 | \$0.00 | $(34,531.25)$ |
| Francia | Joe | \$2,500.00 | \$2,500.00 | \$0.00 | - |
| Fox | Leonard | \$4,544.00 | \$4,544.00 | \$0.00 | - |
| Gallagher Financial | Dc Gallalgher | \$250,000.00 | \$250,000.00 | \$0.00 | $(50,000.00)$ |
| Global 1 Direct | David Shileds | \$25,000.00 | \$25,000.00 | \$0.00 | - |
| Granite Financial | (John Ranhofer) | \$31,500.00 | \$31,500.00 | \$0.00 | - |
| Gray | Charles David | \$81,230.83 | \$81,230.83 | \$0.00 | - |
| Hale | Charles R | \$13,973.48 | \$13,973.48 | \$0.00 | - |
| Hartman | Kip | \$11,300.00 | \$11,300.00 | \$0.00 | - |
| Hensley | Sam | \$10,000.00 | \$10,000.00 | \$0.00 | $(3,000.00)$ |
| Hicks | Edward | \$20,000.00 | \$0.00 | \$20,000.00 | - |
| Hohweiler | Randa | \$7,000.00 | \$0.00 | \$7,000.00 | - |
| Holmes | Wayne | \$9,991.29 | \$9,991.29 | \$0.00 | - |
| Knox | Robert F. "Bob" | \$15,000.00 | \$15,000.00 | \$0.00 | - |
| Lopez | Marco | \$41,200.00 | \$41,200.00 | \$0.00 | $(27,149.99)$ |
| Lowder | Larry | \$100.00 | \$100.00 | \$0.00 | - |
| Mata | David | \$679.00 | \$679.00 | \$0.00 | - |
| McDermott | Michael | \$750,000.00 | \$750,000.00 |  | - |
| Meaglia | Thomas | \$41,674.88 | \$41,674.88 | \$0.00 | - |
| Milkie Ferguson |  | \$25,000.00 | \$25,000.00 | \$0.00 | - |
| Nates Investments | Stiles, Brook | \$11,000.00 | \$0.00 | \$11,000.00 | - |
| Ng | Clement | \$20,000.00 | \$20,000.00 | \$0.00 | - |
| Nick | Paul J | \$10,000.00 | \$10,000.00 | \$0.00 | - |
| Oliver | Gary | \$15,000.00 | \$15,000.00 | \$0.00 | - |
| Orr, et al | J.C. | \$17,500.00 | \$17,500.00 | \$0.00 | - |
| Pinkerton Agency, Inc. |  | \$2,700.00 | \$0.00 | \$2,700.00 | - |
| Pope | Ronnie M | \$3,190.00 | \$3,190.00 | \$0.00 | - |
| Razor Financial, \& Ikey | James \& Bridey | \$142,620.00 | \$142,620.00 | \$0.00 | (\$53,465.00) |
| Schwebach | Jeffrey P | \$5,000.00 | \$5,000.00 | \$0.00 | - |
| Skijus | Stephen | \$17,200.00 | \$17,200.00 | \$0.00 | - |
| Smith | Mark J | \$6,600.00 | \$6,600.00 | \$0.00 | - |
| Thorburn | Reid | \$30,000.00 | \$30,000.00 | \$0.00 | - |
| Title | William (Justin) | \$5,950.00 | \$5,950.00 | \$0.00 | - |
| Titow | Justice C. | \$6,184.36 | \$3,684.36 | \$2,500.00 | - |
| Weston | TC | \$6,200.00 | \$6,200.00 | \$0.00 | - |
| Woods | Michael | \$20,000.00 | \$20,000.00 | \$0.00 | - |


| Judgment Debtor(s)* | Damages | Pre Judgment Interest | Attorney Fees | Total |
| :---: | :---: | :---: | :---: | :---: |
| Ahlers, Michael | 153,169.58 | 19,135.71 | 57,438.59 | 229,743.88 |
| Alternative Solutions Insurance Services; \& Greg Chick | 33,818.50 | 3,678.34 | 12,681.94 | 50,178.78 |
| Berkey, Douglas | 25,666.94 | 1,378.28 | 9,625.10 | 36,670.32 |
| Brasmer, Richard | 11,739.25 | 630.38 | 4,402.22 | 16,771.85 |
| Brost, Paul | 23,925.00 | 2,018.88 | 8,971.88 | 34,915.76 |
| Campbell, Malcolm | 4,000.00 | 270.68 | 1,500.00 | 5,770.68 |
| Capital Financial Group | 16,048.34 | 861.77 | 6,018.13 | 22,928.24 |
| Carr, Ryan J. | 14,977.50 | 804.27 | 5,616.56 | 21,398.33 |
| Chick, Greg | 4,997.00 | 543.51 | 1,873.88 | 7,414.38 |
| Cruz, Victor Maria | 54,069.43 | 2,903.45 | 20,276.04 | 77,248.92 |
| Dolph, David | 98,734.34 | 8,331.56 | 37,025.38 | 144,091.28 |
| Estate Protection Planning Services Corp. | 116,930.56 | 14,608.31 | 43,848.96 | 175,387.83 |
| Estate Protection Planning Services Corp., \& Salvatore Magaraci | 271,658.55 | 33,938.71 | 101,871.96 | 407,469.22 |
| Evans, Richard | 24,757.43 | 2,699.58 | 9,284.04 | 36,741.04 |
| Evans, William | 57,666.57 | 8,057.52 | 21,624.96 | 87,349.05 |
| Fendz Asset Management | 15,000.00 | 805.48 | 5,625.00 | 21,430.48 |
| First Capital Advisers | 30,500.00 | 1,637.81 | 11,437.50 | 43,575.31 |
| First Covenant Financial Planners, LLC | 114,515.00 | 9,663.18 | 42,943.12 | 167,121.30 |
| Fish, John | 64,900.00 | 5,476.49 | 24,337.50 | 94,713.99 |
| Franco, Kenneth | 27,800.00 | 3,031.34 | 10,425.00 | 41,256.34 |
| Franklin, Joel | 61,750.00 | 5,210.68 | 23,156.25 | 90,116.93 |
| Friske, Pam Joy | 28,000.00 | 1,503.56 | 10,500.00 | 40,003.56 |
| Glazier, Dan | 12,690.00 | 681.44 | 4,758.75 | 18,130.19 |
| Gottuso, Carl V. | 40,292.75 | 2,163.67 | 15,109.78 | 57,566.20 |
| Gowens, Arvin | 43,599.84 | 2,950.45 | 16,349.94 | 62,900.23 |
| Harvest Planning, \& Anthony D'Agostino, | 26,769.15 | 2,515.57 | 10,038.43 | 39,323.15 |
| Heuermann, Anthony | 15,000.00 | 805.48 | 5,625.00 | 21,430.48 |
| Hodge, John | 12,480.00 | 670.16 | 4,680.00 | 17,830.16 |
| Horn, Stephen W. | 23,091.30 | 1,239.97 | 8,659.24 | 32,990.51 |
| IAM Financial Services, Inc. | 29,250.00 | 2,468.22 | 10,968.75 | 42,686.97 |
| Kleppe, Joanne | 7,126.50 | 482.26 | 2,672.44 | 10,281.20 |
| Kleppe, Robert | 6,943.47 | 469.87 | 6,943.47 | 14,356.81 |
| Laskowski, Emil | 32,491.01 | 1,744.72 | 12,184.13 | 46,419.86 |
| Lenahan, Gary | 77,715.64 | 9,709.13 | 29,143.37 | 116,568.14 |
| Lepere, Martha A. | 22,334.08 | 1,199.31 | 8,375.28 | 31,908.67 |
| Levin, Dan | 340,000.00 | 47,506.85 | 127,500.00 | 515,006.85 |
| Life Assurance LLC | 17,504.78 | 939.98 | 6,564.29 | 25,009.05 |
| Lopez, Eric | 19,516.98 | 1,048.04 | 7,318.87 | 27,883.89 |
| Lowder, Larry | 27,600.00 | 1,482.08 | 10,350.00 | 39,432.08 |
| Martin, Brena Kay | 5,125.00 | 275.21 | 1,921.88 | 7,322.09 |
| Martin, Justin | 56,689.62 | 3,044.15 | 21,258.61 | 80,992.38 |
| McIntyre, Stephen G. | 13,658.08 | 733.42 | 5,121.78 | 19,513.28 |
| Mejia, Jeff | 24,500.00 | 2,309.04 | 9,187.50 | 35,996.54 |
| Milks \& Milks, \& Benjamin Milks | 41,403.32 | 3,890.78 | 15,526.25 | 60,820.34 |
| Morrow, Michael D. | 40,000.00 | 2,147.95 | 15,000.00 | 57,147.95 |
| Niche Investments | 223,528.00 | 27,925.69 | 83,823.00 | 335,276.69 |
| Partenheimer, Hal | 20,102.39 | 1,079.47 | 7,538.40 | 28,720.26 |
| PC\&S, LLC | 14,077.31 | 1,758.70 | 5,278.99 | 21,115.00 |
| PC\&S, LLC; Damien Pachacek; \& Shawn Cornett | 118,802.65 | 14,842.19 | 44,550.99 | 178,195.84 |
| Petry, Marie | 11,931.49 | 640.70 | 4,474.31 | 17,046.50 |
| Petticolas, Kenneth P. | 50,151.75 | 2,693.08 | 18,806.91 | 71,651.74 |
| Real Talk Network | 29,762.39 | 1,598.20 | 11,160.89 | 42,521.48 |
| Rice, David | 5,600.00 | 782.47 | 2,100.00 | 8,482.47 |
| Schroeder, Scott | 382,662.11 | 53,467.86 | 143,498.29 | 579,628.26 |
| Senior Retirement Planners; \& James Poe | 485,564.13 | 67,845.95 | 182,086.55 | 735,496.63 |
| Senior Texan Estate Planning Services | 165,735.43 | 23,157.55 | 62,150.79 | 251,043.77 |
| Stonehurst Securities, Inc. | 42,370.00 | 2,275.21 | 15,888.75 | 60,533.96 |
| Strizak, James | 24,940.00 | 2,719.48 | 9,352.50 | 37,011.98 |
| Sylkatis, Michael William | 35,300.00 | 1,895.56 | 13,237.50 | 50,433.06 |
| Thompson, Ron | 36,257.78 | 1,946.99 | 13,596.67 | 51,801.44 |
| Tommy Ventures, LLC/Eric Smith | 10,614.50 | 569.98 | 3,980.44 | 15,164.92 |
| Tullos, Timothy E. | 17,500.00 | 939.73 | 6,562.50 | 25,002.23 |
| Vance, Harry J. | 11,300.00 | 606.79 | 4,237.50 | 16,144.29 |
| Wealth Integrated Network, LLC | 24,256.57 | 1,302.54 | 9,096.21 | 34,655.32 |
| Wissner, Don Forrest | 52,249.00 | 5,854.75 | 19,593.38 | 77,697.13 |
| Young, Gloria Jane | 33,000.00 | 1,772.05 | 12,375.00 | 47,147.05 |
| Total | 3,986,111.01 | 433,342.22 | 1,499,131.32 | 5,918,584.55 |
|  |  |  |  |  |
| * If multiple debtors listed, liability is joint \& several. |  |  |  |  |


[^0]:    ${ }^{1}$ A copy of this analysis is attached to the Receiver's Motion to Authorize a Supplemental Distribution (12/10/2013), which may be found on the Receiver's website.

[^1]:    ${ }^{2}$ The $\$ 3$ million distribution in February 2014 was paid out of the $\$ 17.9$ million in cash held by the estate as of October 2013.

[^2]:    ${ }^{3}$ The actual amount is slightly less than $\$ 5.5$ million due to amounts that were initially reserved for disputed claims. Most of these disputes were resolved in the estate's favor.
    ${ }^{4}$ The Plan of Distribution calls for $94.7 \%$ to be paid pro rata to the Retirement Value Investors and $5.3 \%$ to be paid pro rata to the HCF Investors. Subsequent to the adoption of the Plan, David Gray assigned his claim of \$144,500 against HCF to the RV Receiver. Mr. Gray's claims represented a $0.186 \%$ participation in the estate which was accordingly reallocated amongst the Retirement Value investors. Thus, the current division under the Plan is 94.89\% to the Retirement Value investors and 5.11\% to the HCF investors.

[^3]:    ${ }^{5}$ The gross investor claims of $\$ 81.6$ million were reduced by $\$ 1.2$ million under the Plan to account for settlements with licensees and money previously received by investors and their families.
    ${ }^{6}$ The Receiver recently agreed to a judgment of $\$ 150,000$ in favor of Tracy Moss in order to resolve her claim for employment discrimination which was pending in New Jersey.

[^4]:    ${ }^{7}$ The portfolio originally consisted of 49 policies insuring the lives of 44 individuals with an aggregate face value of $\$ 134.8$ million. Two of the insureds have died causing three policies totaling $\$ 12.5$ million in face value to mature. The merger with the Hill Country Funding receivership added five policies insuring the lives of two individuals with an aggregate face value of $\$ 6.5$ million.
    ${ }^{8}$ The Retirement Value policies are valued at $\$ 8,240,949$ (as of July 2013) and the Hill Country Funding policies are valued at $\$ 525,644$ (as of March 2013). A list of the policies is attached as Exhibit A.

[^5]:    ${ }^{9}$ Actual premium expenses for January 1, 2014 through May 31, 2014 were $\$ 2,277,677$. Premium expenses for June 1, 2014 through December 31, 2014 are projected to be \$2,378,500.

[^6]:    ${ }^{10}$ A more detailed chart of the settlements is attached as Exhibit B.

[^7]:    ${ }^{11}$ The settlement between Wendy Rogers and the Receiver was modified to reduce the amount payable by Mrs. Rogers by $\$ 24,240$ from $\$ 207,203$ to 182,963 . Mrs. Rogers was to fund the settlement by selling two homes owned by her. One of the homes was sold but, after a lengthy period, the other was not. The parties agreed to modify their agreement so that Mrs. Rogers was allowed to retain the house in exchange for a cash payment equal to its market value.
    ${ }^{12}$ A list of the judgments against licensees is attached as Exhibit C.

