



Interceding *for Moral Hazards*

At a Glance

- Martin
- Male
- Age 65
- Suspended driver's license, criminal history, drug use
- Standard non-tobacco offer

Challenge: Denied for living the fast life, a client has his rap sheet negotiated by ILB, securing a \$1.5 million policy.

In 2006, Martin, a South Florida resident and business owner, was denied coverage for a \$2 million life insurance policy because of a driver's license suspension, aggravated assault with a weapon, numerous drug convictions and undisclosed criminal activity. When his broker checked back in 2009, Martin still needed coverage after another recent denial by several carriers.

The broker brought the case to the ILB team. We worked to place the policy with a top-rated insurance carrier that was better suited for clients with significant moral hazards. Martin's medical records, application and financial justification revealed his spotted criminal history: speeding tickets, resisting arrest and marijuana possession, among other offenses. He also had tested positive for marijuana use in a past, but recent, insurance examination.

We noted and negotiated each incident with the carrier. Our team also persuaded Martin to display newfound candor about each transgression. Martin asserted that he



was a religious man, just one who tended to live to the extremes based on his income.

Coverage and Then Some

By employing specialized background reporting services and spending countless hours negotiating, we were able to secure a standard non-tobacco rate for \$1.5 million of coverage with a \$20,000 annual premium. After years of unsuccessful attempts at coverage, Martin was so pleased with our work that he returned to his broker, who currently is preparing to place an additional \$3 million in coverage.

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Who Do You Trust with Your Success?TM