

Obtaining More Coverage Despite Serious Medical Conditions

At a Glance

- Cooper
- Male
 - Age 79
 - Heart disease—table B
- Female
 - Age 75
 - Parkinson's disease—standard

Heart disease and Parkinson's disease were no obstacle for ILB in gaining clients greater coverage with a single premium via a 1035 exchange.

The Coopers hoped to make a 1035 exchange on their joint life insurance policy to ensure a robust wealth transfer to their children. But both Mr. and Mrs. Cooper were facing serious medical conditions that made it seem impossible for the couple to exchange and upgrade policies.

Mr. Cooper had a history of serious heart disease that included a heart attack and coronary blockage of several arteries. In 2007, he underwent stenting of the LAD artery, resulting in a table D rating. Mrs. Cooper's medical records indicated symptoms of Parkinson's disease—tremors, instability, gait issues and stooped posture—making her initially uninsurable. During the underwriting process, Mrs. Cooper had received the official diagnosis of the degenerative brain disorder—Parkinson's.

The Case Continues

Despite the devastating diagnoses, we developed a detailed strategy to move forward with the couple's case. Our team requested interim records for Mrs. Cooper and used a proprietary underwriting questionnaire with her doctor to help mitigate her diagnosis. We

also worked with the Cooper's doctors to verify positive aspects of the couple's health.



Worth the Fight

Despite all the challenges and obstacles, our efforts paid off. With the interim records, questionnaire, doctor endorsements and good health credits, we were able to negotiate a table B offer for Mr. Cooper and a STANDARD offer for Mrs. Cooper.

The offer yielded a \$48K target survivorship universal life policy with a \$1.8 million death benefit. The couple not only was able to make the 1035 exchange, they also were able to increase their coverage without a premium increase. What looked like an impossible case was resolved to everyone's satisfaction.

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Who Do You Trust with Your Success?TM