



Hanleigh



Contract Protection Insurance

Time value of money is the edict of the Business World, where success frequently hinges on the speed and precision at which a transaction can be implemented. The fruitful execution of any Business Contract depends on the ability of all parties to meet expectations contractually agreed upon; which is why Insurance is often paramount to protecting against unanticipated hazards such as Death or Disability. Whether coverage is required as an aspect of the Contractual Agreement or not, the implementation and availability of this protection can be the deciding factor in a successfully executed business arrangement.

In situations where Domestic Market options are either not accessible or a time-sensitive contract is facing delays due to Traditional Life Underwriting, Hanleigh's Contractual Protection Insurance (CPI) product can be bound within 24 to 48hrs, providing coverage from Death and/or Permanent Disability and ensuring transaction is completed on schedule.

HIGHLIGHTS:

- ◆ Third-party Contractual Needs Only
- ◆ Option to Renew at Policy Expiration
- ◆ Coverage Obtainable within 48hrs
- ◆ 24hr Worldwide Coverage
- ◆ Protection from Disappearance or Death Any Cause*
- ◆ No Medicals Required!

CLIENT PROFILES:

- ◆ Business Owners
- ◆ Venture Capitalists
- ◆ Advertisers/Sponsors
- ◆ Business Managers
- ◆ Merges & Acquisitions
- ◆ Talent Agents
- ◆ Media Producers
- ◆ Lenders

PRODUCT OVERVIEW:

- ◆ Standard Policy Terms
 - ◆ Short-Term: 30, 60, 90 & 180 Days
 - ◆ Long-Term: 1 & 2 Years
- ◆ Medical Underwriting: Application
- ◆ Financial Underwriting: Key Person Letter detailing contract provisions & Justification of Sum Insured
- ◆ Insurable Interests Confidential, not to be disclosed to Insured
- ◆ Coverage Non-Convertible
- ◆ Short Rate Return of Premium on Long-Term Policies for Cancellations
- ◆ Benefits not to Exceed Loss due to Non-Performance of Contract

*STANDARD EXCLUSIONS:

- ◆ Criminal Acts
- ◆ Acts of War
- ◆ Taking part in Armed Forces
- ◆ Nuclear, Biological or Chemical Contamination

CASE STUDY #1

A Fortune 400 Company was required to provide term life insurance to a former executive as part of a Severance Contract. The company was liable for the life insurance from the date of termination. Not wanting to complete a medical exam, the company found it necessary to obtain this coverage without the insured's participation. Hanleigh was able to provide \$1.6M of Contract Protection Insurance for the 24 months the company was obligated to supply severance benefits.

CASE STUDY #2:

A major shareholder and CFO of a corporation was named Guarantor on a loan facility extended to the corporation by a major bank. The bank required \$25,000,000 of key person life and disability insurance on the CFO as part of the loan agreement, but the company was unable to obtain coverage with Domestic Carriers due to the CFO's medical history. With disclosure of medical issues, Hanleigh wrote a CPI policy covering the full loan amount for One Year with the option to renew at policy expiration.

CASE STUDY #3:

With a corporate acquisition on the precipice of closing, the only item holding up the contractual obligation being finalized was the placement of Key Person Life Insurance on the company's Founder. In order to expedite the transaction, Hanleigh issued a 60 Day CPI Policy while domestic life insurance was being underwritten.

Actual case studies are offered to show how Hanleigh can provide insurance solutions in the specialty marketplace. Results may vary, and this example does not guarantee a similar result. For Producer use only. Not intended for use in solicitation of sales to the public. Products and programs offered through Hanleigh are issued by various companies and are not approved for use in all states and may not be available to all producers. This is prepared for general information and education. No attempt is made to offer tax or legal advice nor to set forth solutions for individual insurance needs.