



## An additional \$3.5 million of death benefit for free



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### Client demographics?

Male, age 54, non-smoker, Mexican foreign national, applied for \$19.9 million of universal life coverage insurance for estate planning purposes. There was a single premium 1035 exchange of \$2.8 million.

### How did you come upon the case?

The case was referred to me after the financial professional submitted an application to the carrier. After the carrier received the insurance exam and lab results, the case was tracked for a Table 2 rating due to the elevated cardiac marker (blood test) on the insurance labs. Since the rest of the labs were favorable, the carrier was able to improve the rating to Standard.

### Did you seek a better rating from the carrier?

Yes. Unfortunately, the medical records consisted of a few brief sentences from the doctor and did not provide any extra value. I gathered due diligence from a competitive landscape by securing other carriers' mortality assessments to frame my appeal to the carrier.

### Why was it essential to seek a better rating?

As mentioned earlier, this case involved a single premium 1035 exchange of \$2.8 million. At a Standard rating, this solved for a death benefit of \$16.4 million. With my negotiating an exception with the carrier to a Preferred rating, the death benefit increased to \$19.9 million, which was an increase of \$3.5 million and was a better fit for the client's estate planning needs.

### What was the outcome of the case?

I did receive the exception from the carrier, and the case was placed at a Preferred rating.

### What made this case particularly unique?

This case shows how the value of an underwriter, especially with knowledge in foreign national underwriting, will advocate for you and your clients.

## Resources for You

[What You Need to Know About...Underwriting Foreign Nationals](#)  
[What You Need to Know About...Underwriting Cover Letters for Foreign Nationals](#)

Case studies are used to show how insurance solutions can be useful in the marketplace. Examples shown do not guarantee similar results as individual results may vary. When case studies are based on real life situations, the personal and financial information is changed for privacy reasons.

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