

Overcoming medical barriers — Hypertension and hypercholesterolemia

Client profile

Name:

Richard

Age:

58

Occupation:

Project manager

Location:

Yonkers, NY

Policy type:

15-year OPTerm policy

Coverage amount:

\$2 million

Rate class:

Preferred Plus

Monthly premium:

\$437.13

Annual premium:

\$5,142.70



Background

At 58 years old, Richard was in good overall health, maintained an active lifestyle and followed a structured medical regimen. However, he had a history of hypertension and hypercholesterolemia, both well-controlled with medication and lifestyle adjustments.

With retirement approaching, he wanted to ensure his family would be financially secure in case of an unexpected event. He sought a 15-year term life insurance policy that would provide stability while he transitioned into his later years.

Challenge

Despite his otherwise healthy lifestyle, Richard faced significant challenges in securing an affordable policy:

- **Hypertension and hypercholesterolemia** are common underwriting concerns, often leading to higher premiums or outright policy denials.
- He was concerned that insurers would classify him as a **high-risk applicant**, making coverage unaffordable.
- He wanted a **competitive premium** while maintaining a coverage amount sufficient for his family's needs.

Without proper guidance, he risked being overcharged or rejected due to medical history alone.

Solution

William Penn Life Insurance Company of New York, a Legal & General America company, offers a fair and competitive underwriting process for applicants with well-managed medical conditions. By evaluating Richard's complete health profile — including physician documentation proving his conditions were stable — William Penn

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approved him for a Preferred Non-Tobacco classification, significantly reducing his premiums compared to Standard Non-Tobacco rates.

Key benefits of the solution:

- **Competitive pricing:** Despite pre-existing conditions, he secured an affordable rate.
- **Long-term protection:** A 15-year term policy ensured financial security through his retirement years.
- **Fair underwriting:** William Penn's approach considered his overall health and proactive condition management rather than penalizing him for his medical history.

Outcome

Richard successfully obtained a \$2 million life insurance policy at a Preferred Non-Tobacco rate, ensuring his family's financial security while saving thousands in premiums over the policy's term.

His experience demonstrated that with the right insurer, well-managed medical conditions don't have to lead to excessive premiums or denied coverage.

Key takeaways

- ✓ **William Penn provides competitive term life insurance rates for applicants with well-managed health conditions.**
- ✓ **Providing medical records and proof of stability can lead to better underwriting outcomes.**
- ✓ **A 15-year term policy offers long-term financial security during retirement planning.**

See what's possible with term life insurance

If you have pre-existing conditions, you may still qualify for competitive term life insurance rates. Let's explore your options and help secure your family's future.



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