

# Overcoming medical barriers — Hypertension and hypercholesterolemia

## Client profile

**Name:**

Richard

**Age:**

58

**Occupation:**

Project manager

**Location:**

Chicago, IL

**Policy type:**

15-year OPTerm policy

**Coverage amount:**

\$2 million

**Rate class:**

Preferred Plus

**Monthly premium:**

\$436.95

**Annual premium:**

\$5,140.56



## 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

Banner Life Insurance Company, 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

# Overcoming medical barriers — Hypertension and hypercholesterolemia

## Client profile

**Name:**

Richard

**Age:**

58

**Occupation:**

Project manager

**Location:**

Chicago, IL

**Policy type:**

15-year OPTerm policy

**Coverage amount:**

\$2 million

**Rate class:**

Preferred Plus

**Monthly premium:**

\$436.95

**Annual premium:**

\$5,140.56

documentation proving his conditions were stable — Banner Life 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:** Banner Life'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

- ✓ **Banner Life 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.



Characters are not actual Legal & General America clients. Stories created for illustrative purposes only.

Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York, Valley Stream, NY. Banner Life products are distributed in 49 states and in DC. William Penn products are available exclusively in New York; Banner Life is not an authorized New York insurer and does not do business in New York. The Legal & General America companies are part of the worldwide Legal & General Group. OPterm policy form # ICC21-DTCV and state variations. Premiums are guaranteed to stay level for the initial term period and increase annually thereafter. Premiums quoted include \$90 (Banner Life) and \$80 (William Penn) annual policy fee. Premiums based on – preferred plus non-tobacco, preferred non-tobacco, standard plus non-tobacco, standard non-tobacco, preferred tobacco or standard tobacco underwriting classes. Rates as of 03.01.2024. Two-year contestability and suicide provisions apply. A one-year suicide provision applies in CO, MO, and ND. Policy descriptions provided here are not a statement of contract. Please refer to the policy forms for full disclosure of all benefits and limitations. CN03262025-5