fax: 518-371-6131 www.AdvisorsIB.com

## **Hot Deals for Impaired Risks**

For your clients who have health impairments that are likely to result in a rating, here are some hot deals that may save the day.

## **US Life/American General**

Applicants that would be rated up to table 2 will be upgraded to Standard on Value+ IUL and GUL.

Maximum face amount \$10,000,000 Maximum age is 70 Minimum face amount is \$50,000

## **Security Mutual Life of NY**

Non Smoking applicants will reduce a rating by 2 tables for applicants that would be rated up to table 12 on single life UL products and Whole Life products.

Maximum face amount is \$2,000,000 Maximum Issue age is 70

## **AXA Equitable**

Applicants that would be rated table A or B will be upgraded to Standard on permanent products.

Maximum face amount \$10,000,000 single, \$20,000,000 joint life Maximum age is 60 Minimum face amount is \$100,000

Flat extras, and applicants with adverse driving records, substance abuse history, ratable aviation, avocation, occupation, and travel are not eligible.

**Our Policy is Taking Care of You** 

Long-Term Care | Life | Disability | Annuities | Medicare | Benefits

