



Issue #1

Special Risk Solutions

for your "hard to insure" clients

LLOYD'S / SecureDI / Transition LTD

When it comes to life or disability insurance, if you have a client who:

- ✓ needs coverage
- ✓ wants coverage
- ✓ can afford coverage

BUT you can't source the coverage through your regular market suppliers, it's time to give us a call, because we are the **ALTERNATIVE SOLUTION PROVIDERS.**

- **Medical declines** – We have both life (up to \$500,000) and DI (up to \$10,000/month) products specifically designed for those who have been declined elsewhere.
- **Termination with severance** – We have a unique DI product designed specifically for this market. This is particularly relevant in today's economic environment.
- **International travel** – We can offer disability insurance and personal accident coverage to Canadians travelling to any country.
- **Expatriates** – We can offer disability insurance and personal accident coverage to Canadians living anywhere in the world.
- **High income top-ups** – We can offer much higher replacement ratios for DI cases on high income individuals (AND we can ignore high net worth and unearned income issues).
- **Executives losing their group LTD at age 65** – Some firms want to continue coverage on executives that continue to work after age 65, when their group LTD coverage expires. We can offer this coverage.
- **Large disability buy-sell, key person and business overhead needs** – The amount of coverage available in the regular market is limited. We can go to much higher levels.
- **Short-term needs** – Sometimes there is a need for LTD/DI or accidental death coverage for only a short period of time. We can offer coverage for as little as 1 day (minimum premium requirements apply).
- **Unique occupations** – Entertainers, actors, professional athletes and many other occupations can generate substantial incomes but are not generally viewed as insurable by the regular market for disability insurance.

At Hunter McCorquodale, with our portfolio of disability & life insurance products specifically designed for unique risks, we can provide solutions for all the above problems, and more!

See examples of actual recent cases on the reverse side ➡

HUNTER
McCORQUODALE

1200 - 145 Wellington Street W, Toronto, ON M5J 1H8
Tel.: (416) 322-7268 Toll free: 1-888-995-9199
Fax: (416) 322-6848 Email: info@hunmcc.com Web: www.hunmcc.com

Here are some examples of recent cases we have issued:

Medical decline (life) – A restaurant chain required life insurance on one of its owners for buy-sell funding purposes. He was declined in the regular market due to a history of cocaine use within the past 2 years. We issued a life policy for \$500,000 (note: for larger needs we can offer supplementary accidental death coverage up to \$20 million).

Medical decline (DI) – An engineering consulting firm was setting up a Wage Loss Replacement Plan for its senior executives. One of the executives was declined due to build (she was substantially above the maximum allowable weight for her height to obtain regular market coverage). We wrote a \$4,500/month benefit with a 10 year benefit period. Without this coverage the entire WLRP arrangement would have been at risk.

Termination with severance – A senior executive with a major telecommunications firm was outplaced due to restructuring, and wanted \$10,000/month of disability coverage to replace his group LTD. We issued the required coverage, with a benefit period to age 65.

International travel – We have insured many civilian contractors (doctors, nurses, consultants, etc.) to the Canadian military in Afghanistan, for disability and personal accident coverage. Coverage includes war and terrorism, which is excluded under most group and association coverages and individual disability policies.

High income top-up – A major Canadian resource firm listed on the TSX had a policy of providing disability income coverage up to 75% of salary (taxable) for all its executives. They could not source adequate amounts of coverage in the regular market – we issued top-ups to bring everyone to the required benefit level.

Executives losing their group LTD at age 65 – A university hired a 65 year old as president on a 5 year contract and was contractually required to provide disability coverage. We issued a policy with a benefit period to match the term of his employment contract.

Large disability buy-sell needs – The co-owner of an investment advisory firm required \$15 million disability buy-sell coverage but could obtain only \$2 million in the regular market. We issued a policy for the full \$15 million.

Large disability key person needs – A foreign government hired a Canadian high tech firm to design the content for an interactive museum project. The contract was worth \$5 million and the government required \$5 million life and disability coverage on the owner and key person in the Canadian firm. We provided the disability coverage to meet this requirement.

We can help you help your “hard to insure” clients.

For more information or to receive a quote contact us at:

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