

THE BISHOP COMPANY, LLC

*Protecting families and
businesses with innovative
insurance solutions.*



100 Cummings Center
Suite 442P
Beverly, MA 01915
Tel: 978-927-2008
Toll-free: 800-927-2008
Fax: 978-927-3520
thebishopcompanyllc.com

CASE STUDY**Underwriting Medical Risk—Prostate Cancer**

The case study below provides a dramatic example of the differences between insurance companies when it comes to underwriting medical risks. Leveraging our knowledge of these differences, we were able to achieve significant premium savings for one of our clients.

SITUATION:

Client: Male
70 years old
Prostate cancer (currently)
Skin cancer (2000)
Death Benefit: \$1,000,000

RESEARCH:**Companies reviewed:**

John Hancock	Transamerica
Sun Life	ING
Met Life	Prudential
American General	Lincoln Financial
Mass Mutual	Lincoln Benefit

RESULT:

Met Life issued the policy with *standard* medical rates. Five other companies declined coverage because the client is currently being treated for prostate cancer.

ANALYSIS:

Why the difference? Additional testing by Met Life indicated that the prostate cancer was progressing very slow and therefore would not impact his mortality.

Our expertise in underwriting difficult medical risks and our knowledge of the insurance company marketplace enables us to identify the companies who will evaluate the risk correctly. We work for the client, NOT the companies.