**Email Content**

In this case, declines across the board were overcome by a high level of attention to detail & a doctor willing to admit they are human & made a mistake. Read on to see how we were able to move this case to the win column!

Situation

A 67-year-old male’s medical records included an echocardiogram from March 2019 indicating an abnormal ejection fraction of 41%. (Normal is 50% and above.)

This, along with the balance of his medical history, resulted in multiple declines, leaving the us without an initial solution for this significant case.

Solution

After receiving the string of declines, we discovered office notes indicating the echocardiogram was normal, contradicting the echocardiogram. These notes, combined with the absence of the typical follow up after this type of finding, led us to believe the discrepancy could be nothing more than human error.

Once this was confirmed by the cardiologist, we obtained a clarification letter, and the case was ultimately placed for $116,548 of target premium.

Drop me a note or give me a call if you want to take a closer look at how we can help you solve complicated cases!