**Blog Post Content**

Multiple DUI History Overcome to Allow Buy/Sell Funding to Move Forward

Securing coverage for a client with multiple DUIs is always a challenge, but our team found a path forward on this recent case, securing a win for the client and advisor. Read on to see how we made it happen!

Case at a Glance

Underwriting Challenge:   DUI History

Product Type:   Guaranteed Universal Life

Face Amount:   $5,000,000

Target Premium:  $178,970

Situation

* A 50-year-old business owner was attempting to replace $5MM of IUL coverage with a GUL product as part of the funding of his buy/sell agreement.
* The insured’s driving history of multiple DUIs from 2010 and 2018 was quickly identified as the lynchpin of the case.
* The client’s alcohol usage history was further complicated by historical “social history” notes from his personal physician indicating alcohol usage of fourteen drinks per week.

Solution

* With limited GUL products in the market offering guarantees to age 120, this case was immediately limited to a handful of potential carriers.
* Upon reviewing the file, we noted conflicting alcohol notations between the social history section and subsequent actual office visits which showed a reduced level of alcohol usage.
* After a conversation with multiple carriers, we were able to secure a potential offer, subject to only two additional requirements, including:
* A negative Carbohydrate-deficient Transferrin marker & a negative Blood Alcohol Concentration on the insurance exam
* A letter of clarification from the doctor regarding the insured’s current alcohol use
* Fortunately for all parties the labs came back clean, and the Client was able to obtain clarification from their doctor confirming minimal current alcohol use.
* Based on our diligent review of the medical record, the client was approved for the new coverage to fund the buy/sell agreement.
* The total target premium on the case was a healthy $178,970.