**Email Content**

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!

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.

Solution

* 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.

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!