



## 'HIV Life Assurance Survey 2012'

Unusual Risks, the medical financial advisers are today announcing the results of their HIV Life Assurance survey 2012. After contacting all of the major Life Assurance providers in the UK, they can now report that 66.6%\* of insurers servicing Independent brokers are now offering some form of HIV Life Assurance.

As a separate part of their survey Unusual Risks have also discovered that even though 40%\* of bank assurers are now stating they offer HIV Life Assurance, the reality is that very few of their actual offers of insurance are being taken up. The main reason for this is that bank assurers do not offer any indication of terms prior to a client making an application.

People living with HIV therefore are being asked to complete applications, submit to medicals and blood tests before any accurate indication of cost is offered by bank assurers. The needs of HIV Positive people are not being met by bank assurance companies and HIV Positive people should seek specialist advice before applying for HIV life assurance.

### **Speaking about their survey, Chris Morgan, Marketing Manager of Unusual Risks Said,**

*'We recently surveyed the top nine life assurance companies servicing brokers and were pleased to see that \*66.6% are now offering Life Assurance to HIV Positive people. This is an improvement on last year where only 50% were saying they were offering the product'.*

*'This year we also decided to survey all major bank assurance groups and found that only eight out of twenty (40%\*) would consider offering HIV Life Assurance. Of these eight bank assurers we found that seven were in fact offering the same insurance companies products'.*

*'After approaching the main underwriting department servicing the bank assurers it is has become apparent that although they are issuing terms to bank assurance clients, very few offers of HIV life Assurance have actually been taken up by applicants through banks.'*

Since completing the survey it has become apparent that people taking life assurance through specialist advisers stand a far higher chance of acceptance. This is because they have the wider choice of six different insurance providers through brokers, instead of what effectively amounts to only two insurance companies through bank assurance companies.

Over this last year we have also seen an increase in the number of HIV Positive people who are reluctant to share their health status with their own bank or building society. It appears that HIV Positive People are electing to keep their medical records separate and confidential from the place that provides their mortgage or banking services.

**If you require more information on HIV Life Assurance or Mortgages please contact Unusual Risks Mortgage & Insurance Services by phone 0845 474 3075, or by email at [enquiries@unusualrisks.co.uk](mailto:enquiries@unusualrisks.co.uk) and on the web [www.unusualrisks.co.uk](http://www.unusualrisks.co.uk)**

### **Survey Results:**

*\*Unusual Risks surveyed the top nine insurance providers servicing independent brokers between May 2012 and July 2012. They asked 'Do you accept Life Assurance Applications from HIV positive people? With six out of nine responding 'Yes' to the question.*

*They also surveyed the top twenty bank assurance groups and asked the same question, with eight replying 'Yes'. Of the eight replies seven of the bank assurance groups introduced their Life Assurance business to the same Insurance Company.*

# Unusual Risks

Mortgage & Insurance Services



## Chris Morgan

### Marketing Manager

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### Notes to editors:

1. Chris Morgan would be happy to discuss with editors features on financial planning for people with HIV or pre-existing medical conditions.
2. Chris Morgan is the Marketing Manager of a firm of mortgage and insurance advisers that offers specialist advice to people with HIV or pre-existing medical conditions.
3. Unusual Risks can be found at [www.unusualrisks.co.uk](http://www.unusualrisks.co.uk)
4. Chris has over the years contributed to many features and interviews for titles such as Positive Finance, Baseline, Positive Nation, The Guardian, The Independent, The Observer, Evening Standard and Money Observer.
5. Unusual Risks is a Trading Style of Compass Mortgage and Insurance Services who are authorised and regulated by the Financial Services Authority. Registration number 497173. Please note most Buy to Let mortgages are not regulated by the FSA.

Unusual Risks Mortgage and Insurance Services

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