

Case Study One

General Estate Planning

An advisor is offering general estate planning advice to a client. The advice is of course based on detailed knowledge of the client's personal and financial affairs and is appropriate to the forty year old male client. But are there other factors, of which the advisor is unaware, that could significantly influence the nature of the advice offered? Would the advice be different if the client, did not have the life expectancy of an average 40 male living in the UK?

If the client was terminally ill, that would influence the advisor in making the recommendations. But how can an advisor be sure that they have all the relevant information, and would the advisor necessarily appreciate the significance of a client's medical history? Our mortality assessment service provides the answer.

The advisor commissions a PMC Mortality Assessment. This looks at factors such as the client's medical history and current state of health. The report applies the risk assessment principles that life insurers employ when assessing applications for new life assurance policies. A key feature of the PMC Mortality Assessment report is that it includes an adjusted age assessment, which equips the advisor to make any appropriate modifications to the advice offered.

In many cases, it is not necessary to obtain any medical reports to make the health assessment. The health assessment and report are therefore submitted within a week of receiving the completed assessment forms.