

# *BEYOND THE TRADITIONAL . . .*

*A PRODUCT REVIEW*



When Traditional Carriers  
Can't . . . or Won't

# OUR REASON FOR BEING

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Petersen International Underwriters was founded to provide answers to peoples' needs for adequate insurance in the fields of disability, medical, life, kidnap and ransom, and contingency insurance. Using the strength of the world's oldest insurance market, Lloyd's of London, Petersen International Underwriters has the ability to place risks that traditional insurance carriers can't or won't insure. As a professional underwriting firm, Petersen International Underwriters has the ability to quickly customize an insurance plan from its vast portfolio of niche products. Our intent is not to compete with the traditional carriers. Instead, we strive to supplement the products offered by the traditional carriers by providing adequate amounts of insurance that would not otherwise be available in the traditional market. We are also able to offer coverage for risks typically not considered by the traditional carriers.

We invite you to examine this Product Review to see how our line-up of specialty programs can enhance and fill the gaps left in business and personal insurance coverages.



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# DISABILITY INSURANCE PROBLEM SOLVING

Traditional disability insurance carriers do a great job with most situations, but they often have areas which they choose not to participate. Petersen International Underwriters helps producers solve many individual, group and multi-life disability plans for personal and business needs, which the traditional carriers can't, or won't, provide solutions, including:

## Example #1 - Impaired Health Related Issues

Petersen International Underwriters has several medical professionals on staff who review and evaluate a wide range of health issues. Our goal is to find a solution for coverage! Because of the flexibility in underwriting, Petersen International Underwriters can often design a custom solution for those turned away because of health related issues. A "NO" from the traditional sources does not mean it cannot be accomplished! Some common issues encountered include:

- Mental/Nervous Disorders
- Heart/Cardiovascular Issues
- Height & Weight Issues
- Kidney Issues
- Diabetes
- Hepatitis
- Liver Issues
- Drug/Alcohol Issues

## Example #2 – Difficult Occupations

Traditional disability carriers will not consider writing coverage on certain occupations. Many reasons go into their decision including High Risk Occupations and Inconsistent Income. Most occupations can be considered by Petersen International Underwriters including Artists, Ships' Captains, Pilots, Offshore Oil Workers, Fishermen, Stunt People, Actors, Professional Athletes, Writers, and Loggers to name only a few.



### Example #3 – Excess Coverage

How much is enough disability insurance? Our industry teaches us that for personal income replacement the answer is 65% - 75% of income. This percentage is seconded by third party resources such as the U.S. Labor Department and the US News and World Report, which both indicated that REGARDLESS OF INCOME, people cannot survive, financially, on less than 65% of income.

Long Term Disability plans set out with this goal in mind, but these types of plans have a benefit cap which means that higher paid employees or owners will often receive less than 65%. The higher the income, the lower the percentage of income covered! This is referred to as reverse discrimination. Individual disability plans available from the traditional carriers start off insuring around 65% of income, but again as income goes up, the percentage of income covered goes down!

Higher income earners have the problem of obtaining proper levels of disability insurance through traditional group and individual carriers. Petersen International Underwriters provides a practical solution with participation limits of 65% - 75% of income, regardless of the amount of income earned. Sometimes this is primary coverage and sometimes this is done as supplemental disability coverage (sometimes referred to as High Limit or Excess Disability) to layer over existing coverage.

### Example #4 – Unusual Income & High Net Worth Issues

Occasionally, disability applications are declined due to a High Net Worth, or “too much” Unearned Income, or Income which is reported through Capital Gains. These problems are not uncommon to Petersen International Underwriters who fields these types of calls every day. For example, a real estate developer must get up every day and report to work just as a W-2 employee needs to, but because his or her income is generated by the sale of the building project and comes to him or her as a Capital Gain, does not mean he or she does not need a solid disability income replacement plan.





## Example #5 – Special Situations

Many special situations arise where traditional carriers are unable to offer coverage. These special situations are insurable through Petersen International Underwriters and they may include:

- Working Overseas
- Family Businesses
- War Zone Coverage
- Hours Worked Per Week
- Working Out Of A Home

## Example #6 – Special Avocations

Special situations are not difficult, they are just, "special!" Sometimes a perfect candidate for disability insurance has an avocation which the traditional carriers feel increases the risk exposure so high, a declination is necessary. Petersen International Underwriters can address many avocations with either primary coverage or a carve-out to cover ONLY while participating in an avocation. Petersen International Underwriters considers many avocations including:

- Amateur Racing
- Demolition Derby
- Scuba Diving
- Rock Climbing
- Mountaineering
- Sky Diving
- Base Jumping
- Helicopter Skiing

## Example #7 - Senior Ages

People are living longer, feeling better and are not enticed by great pension plans to retire young or withdraw from a successful firm. At age 60 most people have peaked and are at the top of their game. Often times they are even more vulnerable from a "need for income" standpoint than their younger associates. Perhaps their retirement plans were badly crippled in the recent recession, or life changes have made it a necessity to work for a living. Most traditional carriers only issue coverage up to age 63 and have even younger cut off ages for some disability plans such as BOE and Buy/Sell. Petersen International Underwriters stands ready to assist with disability insurance plans considered for the working citizen of most any age.



# KEY PERSON DISABILITY

Key Person Disability Insurance provides crucial benefits for any business to protect the company from financial hardship that may result from the loss of a key employee due to a disability. These valuable benefits allow the company to continue functioning in the absence of a disabled Key Person.

Should a disability occur, benefits are available to help defray costs for the company associated with expenses such as: Finding and hiring a replacement, recruitment, training, start-up, and even loss of revenue. Key People in a company can range from top executives to others whose duties allow the company to thrive. Every company has a Key Person, you just have to look for them and they might not be obvious!

Most people may figure that the CEO is a Key Person. In many cases that may be right, but there are still others. A technician whose specialty is cleaning and adjusting lenses and mirror for a laser optics company may be more valuable than any manager! And then there is the Rainmaker! The Rainmaker is a key employee who may have the important clientele relationships, hold the major accounts, or know essential information that is imperative to the functioning of the business. If the Rainmaker becomes disabled, the company will struggle to find alternative (and expensive) solutions for retrieving information or maintaining the established relationships.

## Optional Revenue Replacement Rider

In many cases the Key Person generates the lion's share of revenue for the company. Oftentimes, this revenue is a great deal more than just the income that he or she earns. Insuring the income may not be enough! The absence of business revenue could devastate the company.

Petersen International Underwriters has an optional rider to address this called the Revenue Replacement Rider. This rider replaces up to 100% of the loss of revenue associated with the loss of the Key Person. Key Person Disability plans, with and without the revenue replacement rider, are essential to most every business!



## LOAN GUARANTEE

More and more banks are requiring business borrowers to provide disability insurance to cover the payments of the loan should he or she become disabled. While Business Overhead Expense plans may be able to offer some coverage, most bank loans are too large or, the duration of payments is too long, for Business Overhead Expense plans to cover business loans.

Another approach some banks have used is to have the borrower assign the benefits from his or her Personal Disability policy to the bank. Personal Disability Insurance is for the personal budget! This works for the bank, but is financially dangerous to your client, leaving them seriously under insured.

Petersen International Underwriters has a disability plan that is custom tailored to meet the banks requirements. The Bank Loan Guarantee Disability Plan. Monthly benefit periods range from 1 year to 10 years and there is even an option for a lump sum payment benefit! The plan mirrors the loan terms with a decreasing benefit or decreasing term, which saves your client money.



## Optional Prime Flex Rider

The Prime Flex Rider allows the monthly benefits of the policy to adjust up to 120% of the original amount of the policy. This is especially useful with adjustable rate loans. *This is a first in the industry and only available through Petersen International Underwriters.*





# SEVERANCE DISABILITY

Problems develop when a severance package of a terminated employee contains employee benefits. This is especially true when those benefits include group disability insurance. The problem arises because every group disability plan has a clause in the policy which says "must be actively at work"!

Once a terminated employee leaves a company, he or she is no longer actively at work! The group disability plan actually ceases and there are no benefits, yet the terminated employee was promised FULL BENEFITS!

## From the Company's Perspective -

This situation has now placed the company at risk for a significant liability should the terminated employee become disabled. The firm would have to fund these benefits themselves which could cost hundreds of thousands of dollars and the firm will have to book this liability as if the benefit will be fully payable.

## From The Terminated Employee's Perspective -

While an individual is between jobs the need for disability insurance continues to be very important. Consider the consequences of having a disability during unemployment. How will the individual pay for:

- The Mortgage
- Car Payments
- Living Expenses
- Medical Bills
- Rehabilitation Bills
- Etc.

If he or she cannot recover, new employment would be impossible. If he or she recovers, but has residual issues, the chances of getting employment with a pre-existing condition or physical limitation are greatly reduced.

Petersen International Underwriters can provide a solution to the problem that unemployment creates. It mitigates the liability to the employer and provides the protection to the terminated employee that he or she was promised.



## BUSINESS OVERHEAD

Business Overhead Expense (BOE) is designed to pay benefits to the company to maintain necessary cash flow for paying business expenses during a disability. This guaranteed cash flow helps provide business stability and security, allowing the disabled person to recover without the panic of how to pay for the business expenses and retain the trained staff. Business Overhead Expenses that are covered may include:

- Insurance
- Rent or Mortgage
- Staff Salary
- Utilities

Whereas several traditional disability carriers offer this product, many of the same problems pertain to this type of coverage as it does to Personal Disability plans - Maximum benefits from traditional carriers are often capped at \$30,000 per month or less. This may seem to be a decent amount of monthly benefit, but it is not uncommon to find firms with overhead expenses that far exceed this limit. Petersen International Underwriters is able to supplement the traditional market with benefits as high as \$250,000 per month or more.



Other issues that arise often are occupation, age of owners, family business, and numerous other problems in which the traditional disability carriers will often choose not to get involved. Petersen International Underwriters offers the solution to these problems.

# PENSION DISABILITY

The potential hazard of a disability interrupting the funding of a pension plan can be insured with the Pension Completion Plan. The Pension Completion Plan is designed to pay a benefit the equivalent of the balance of the contributions anticipated by the participant. The benefit is paid as a lump sum and is paid directly to the insured. With the guidance of a professional planner the insured may elect to invest the benefit into funds similar to the insured's pension plan or the insured may decide to go a different direction such as an annuity, certificate of deposit, or any other discretionary use.

Often times a disabled person's life expectancy may not even be long enough to reach retirement age. Traditional carriers who market Pension Disability plans force the insured to wait until retirement age to utilize the funds. The Petersen International Underwriters Pension Completion Plan allows the benefits to be used immediately by the insured in any way they see fit.



**“Our policies pay the insured as opposed to being tied to a trust”**



# BUY-IN DISABILITY

When an individual is invited to become a partner in a professional practice or business, there is usually a period of time involving the Buying-In. The person Buying-In often times gives up a percentage of income in exchange for an equity position. Should this person become disabled during this Buy-In period, obvious problems would develop in the completion of the Buy-In agreement.

**A Unique Policy**  
 Not Quite Loan Indemnification And  
 Not Quite Buy/Sell Coverage

The new, to be partner, is not yet a partner, therefore a traditional Buy/Sell plan will not work in covering this risk. A specialty plan known as Buy-In Disability Insurance can fulfill the financial obligations stated in the contract, thereby safeguarding the completion of partnership.

## Common Solutions For

- Limits As High As \$100,000,000
- Medical History
- Risky Avocations
- Older Ages Or Age Differences Between Partners
- Difficult Occupations
- Family Owned Businesses
- International Relationships
- Reducing Benefits From Traditional Carriers





# BUY/SELL DISABILITY

Any well written Buy/Sell Agreement contemplates the aspects of death, disability, dissolution and withdrawal. The greatest of these perils is of course a disability. Dissolution and withdrawal has some degree of control. Death and disability do not. The death of one of the owners means the voice is silent and the only action left is stock transfer. In the event of a disability, the disabled owner still has control within the company and is producing nothing. Prescribing adequate amounts of Disability Buy/Sell Insurance will protect the business from the financial hardship of having to fund the mandatory purchase of the disabled partner's ownership.

Traditional carriers who offer Disability Buy/Sell plans often limit the amount of benefits available. In addition, they may offer higher limits, but with a much longer elimination period. For example, it is not uncommon to find a \$1,000,000 benefit with a 12 month elimination period. However, to get \$2,000,000 or maybe \$3,000,000, the elimination period is stretched to 24 months. One other issue that sometimes arises within the traditional carriers is a clause that forbids adding additional coverage! What happens if the company grows?



Petersen International Underwriters has solutions for each of these problems ranging from larger benefits to shorter elimination periods.



# AUTOMATIC ISSUE

## *The Top Hat*

Top Hat was designed to offer additional disability benefits, automatically, with minimal additional underwriting. Issuing up to an additional \$10,000/month, Top Hat allows Petersen International Underwriters to issue additional coverage once a person has been issued through an individual fully underwritten traditional disability plan. Top Hat provides a simple solution which saves the insured and the agent valuable time in securing an adequate amount of disability insurance.



## Easy Underwriting

With the Top Hat we use the medical underwriting from the domestic carrier to waive our medical underwriting. The policy highlights include:

- A One Page Application
- Piggyback Underwriting
- Rapid Underwriting
- Benefits Up To \$10,000 Per Month

# PILOT DISABILITY

## *Disability Loss of License*

Specifically designed to cover the professional pilot. Due to the stringent FAA medical requirement for pilots, most traditional carriers do not consider this occupation. Not a problem for Petersen International Underwriters, and in fact if the applicant holds a current FAA license, underwriters normally do not require the individual to complete a medical examination. This translates to simple and fast underwriting. The Pilot Disability Plan is designed to cover all types of pilots including:

- Commercial Pilots
- Corporate Pilots
- Cargo Pilots
- Aerial Applicators
- Agricultural Pilots
- Firefighter Pilots
- Air Show Pilots
- Test Pilots
- Air Ambulance Pilots







## GROUP & MULTI-LIFE

Many highly compensated employees are denied adequate and reasonable amounts of disability insurance through their group long term disability plans. Group plans have a cap on the maximum benefit available. As income goes up, the percentage of income covered goes down.

Petersen International Underwriters has both group and multi-life disability plans, offering premium discounts and underwriting concessions. With the ability to insure up to 75% of income in participation with other disability insurance, highly compensated people who may need issue limits of \$100,000 per month or more can be helped.

### Features and Optional Riders of the Multi-Life Plans:

- Guaranteed Issue for groups as small as 5 people
- Cost of Living Adjustment Rider
- Residual Disability Rider
- Automatic Increase Rider
- Partial Rider







# PROFESSIONAL ATHLETES

## *Including Loss of Skill for Top Athletes*

Professional Athletes Disability Insurance is designed to guarantee the benefits of the athlete's contract, their current income, or protection for young players before being drafted into the professional leagues. Many sports do not guarantee the benefits to the player for longer than the current contract year. If the player is injured and is not able to make the cut during the pre-season their contract may be waived. Petersen International Underwriters offers benefits that are structured based on the players contract or their income and the type of sport.



College & Pro  
Football



USA & Canadian  
Hockey



Dirt & Track  
Racing



Professional  
Baseball



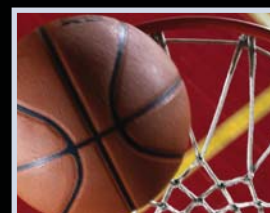
Pro & Senior  
Golf



Professional  
Jockey



Stock Car & Open  
Wheel Racing



USA & European  
Basketball



## TAKE THE CASE OF . . .

... Mr. S, age 43, a successful businessman with a wife, three children and an annual income of \$300,000. Although he had the maximum monthly disability benefit available through the traditional carriers, it only offered a 47% replacement of his income. This would not be enough income replacement to cover his mortgage, living expenses and the private education tuition for his three children. Who would offer an additional \$4,500 per month in disability benefits to bring his disability portfolio to 65% of his income? The answer is Petersen International Underwriters.

... Mr. C, age 55, had suffered with cancer for the past three years. Having beaten the odds against this demon cancer, he was back to work and treatment free. His effort to obtain disability insurance was thwarted due to his recent medical history. With its design flexibility Petersen International Underwriters was able to provide Mr. C with a significant amount of disability insurance.

... Mr. A, age 62, finds himself starting over in life with a new young family. As the sole bread winner for his family, every dime of his \$170,000 income is needed to support the mortgage, food, and clothing for his two young children. Retirement is not even in Mr. A's vocabulary at this time of his life. At the age of 62 it is difficult to secure an adequate level of disability insurance. What disability carrier would consider 65% of this man's income? The answer is Petersen International Underwriters.

... Mr. W, age 45, as an executive for a fast paced firm Mr. W works long hours and does not take time to think about the effects of the unhealthy fast foods he consumes daily. As a result of lack of exercise and poor nutrition, obesity has become a problem, in turn causing Mr. W to develop a sleep apnea condition. Petersen International Underwriters was able to provide Mr. W \$5,000 of monthly benefits by using an exclusion for the sleep apnea and a modest rating for his build.

...Mr. E and Mr. E are partners in a successful manufacturing business. They are also father and son. Their Buy/Sell agreement provides for the buy out of ownership in the event of a disability. Two problems were encountered when the producer approached his traditional disability insurance carrier. First they did not like the idea of insuring family members in a Buy/Sell situation and second they did not like the fact that there was a significant age difference between the two partners. Both of these problems were not problems at all for Petersen International Underwriters.



## TAKE THE CASE OF . . .

... Dr. P suffered with hepatitis C until finally her Interferon treatments paid off, placing the disease in remission. Unfortunately, due to the recent treatments she was disqualified for disability insurance from the traditional carriers. Petersen International Underwriters was able to offer this doctor \$25,000 per month of disability insurance.

... Mr. L, age 57, an executive of a bank, had in place a severance agreement in the event of a "change in control". Finding his job to be redundant the new management terminated Mr. L. Under the severance agreement the continuation of certain benefits included that of the group LTD plan. When HR contacted the group carrier to arrange for this change, they advised that they would not be able to provide continuing coverage due to the fact that Mr. L was no longer on payroll. The HR department then reached out to the individual market and were advised that they too could not help since Mr. L was currently unemployed. Who could help with this tough situation? The Petersen International Underwriters Severance Disability plan took care of the problem.

... Dr. F had a medical practice with a surgery center attached to it. The overhead costs to keep the doors open were in excess of \$100,000 per month. Traditional disability carriers would only offer a maximum of \$30,000 per month. The additional uninsured expenses were covered with the Petersen International Underwriters supplemental business overhead expense plan.



...A Texas hospital sponsored a foreign national medical doctor to come join their staff. In doing so the doctor had to obtain a professional work visa from the United States government. This visa allows the foreign national to stay in the United States provided he/she is employed full time. The hospital was proud to advise the doctor that they would provide him with group disability insurance in addition to several other benefits. The doctor pointed out that the group disability insurance would not do him any good what-so-ever since his visa stated he must be employed in order to stay in the U.S. and if he were to become disabled his employer would have to terminate his employment. The disability insurance carrier pointed out that they would not continue disability benefits should the doctor return back to his home country. Petersen International Underwriters came to the rescue with a disability plan that would indeed follow him back home.





# ACCIDENTAL DEATH & DISMEMBERMENT

Also Available Online

With issue limits from \$100,000 to \$100,000,000 the High Limit Accident Plan can cover a person 24/7 for Accidental Death and Dismemberment. It can also be tailored to specific risks such as war and terrorism (even in war zones), aviation, common carrier, motor racing, and mountain climbing, to name a few. NO medical underwriting and just a one page application makes this plan a great fit for many situations. Coverage can be placed within 1 day making last minute cases possible.

## Important Options

Sudden Cardiac Arrest (SCA) provides a benefit in the event of a sudden cardiac event which leads to death. This crossover coverage from accident to a natural cause has provided benefits at times when high adrenalin events have caused a sudden cardiac arrest.

War Zone Coverage or areas of high danger, civilians can be covered as they perform their jobs as journalists, contractors, humanitarians, engineers, or missionaries. These individuals understand the life threatening conditions they may face in unstable regions of the world. This is the right product to provide financial security to their families.







# INTERNATIONAL TERM LIFE

LIFE

As the world continues to become closer for both trade and business partnerships, the need for international life insurance protection has significantly increased over the past few years.

Petersen International Underwriters can help in obtaining term life benefits with significant limits and policy terms up to ten years. International Term Life coverage is designed to provide coverage while individuals are outside their home country or are involved with an international business relationship. Coverage is normally limited to the period that the individual is abroad.

For example an individual is planning on serving as a missionary for the next three years in Southeast Asia. The missionary is looking for \$500,000 of coverage for estate planning and for loss of future income for their dependents. Therefore, a three year term policy is offered.

Business uses such as Key Person Life or Buy/Sell Life are also considered if the Key Person or partner is a foreign national. Not available in all countries. Call Petersen International Underwriters for details.



# CONTINGENT LIFE

*Insuring Financial Contracts*

- High Limits - Petersen International Underwriters has issued a \$100 Million policy!
- The policy can be issued within 24 hours of the application submission.
- The term of insurance is from 90 days to one year.
- NO medical underwriting required.
- One Page application.



## CONFIDENTIAL LIFE

A life policy that may be purchased on a third party individual without the insured's knowledge. This policy is used to indemnify specific contractual obligations.



## BANK LOAN LIFE

When time is of the essence to fund a loan, the Contingent Bank Loan Life Plan can be arranged usually within 24 hours.



## MERGER & ACQUISITION LIFE

A major deal is to be completed by the first of the month only leaving only a few weeks to secure the proper life insurance on the key players to this acquisition. Time does not permit the traditional underwriting of a life insurance plan.



## KEY PERSON LIFE

An employer has a lot riding on a particular key employee. The firm would suffer a significant financial impact if a premature death were to occur.

## True Story

Petersen International Underwriters received a quote request for Buy/Sell life insurance coverage on the CEO of a large oil company. The insured required a \$100 million benefit to cover a Buy/Sell agreement. He was concerned that if he were to die, the company would face financial ruin funding the contractual Buy/Sell agreement. Within one week Petersen International Underwriters had two offers on the table:

1. \$100,000,000 of Buy/Sell Contingent Life.  
And/or
2. \$100,000,000 of Accidental Death and Dismemberment.

The client was only required to submit a simple one-page application along with his medical records. Upon presenting the offers to his agent Petersen International Underwriters learned that he also had applications in underwriting with three other insurance carriers in hopes to achieve a lower premium. The client decided to wait until the other insurance companies completed their long and laborious underwriting process prior to returning to Petersen International Underwriters for the additional coverage to get to the \$100 million mark. A few weeks passed and the client was still in underwriting with the traditional carriers when Petersen International Underwriters learned that the client had been killed in a helicopter crash while on business in Southeast Asia.







# USAway INTERNATIONAL MAJOR MEDICAL

*Available Online or Paper Application*

A common misconception insureds have is that their traditional health insurance coverage will cover them while they are travelling outside the USA. It is true that some plans do provide a benefit while the insured is outside the USA, but the coverage is limited to Emergency Only or Life Threatening Conditions Only. The majority of accidents and sicknesses that occur while the insured is outside the USA are not considered to be emergencies even though they need immediate medical attention.

The USAway International Major Medical plan has been designed to fulfill this gap in coverage. With modest premium and great benefits it is an ideal benefit to any international traveler.

## Policy Benefits

Medical Expenses:	\$50,000 - \$5,000,000
Medical Evacuation:	\$100,000
Repatriation of Remains:	\$100,000
Accidental Death:	\$25,000
Emergency Return Home:	\$5,000
Trip Cancellation:	\$1,000
Outpatient Drugs:	\$500
Lost Luggage:	\$500

The Accidental Death benefit is \$25,000 on all cases and the insured will receive double indemnity while riding as a passenger on a common carrier. All policy benefits are applicable to each family member included in the policy.





# THE BRIDGE PLAN

The Bridge Plan is a temporary major medical insurance plan intended for use by seniors awaiting acceptance in the U.S. Medicare System. Certain U.S. senior citizens who may not yet be covered under both parts of Medicare A and B as well as foreign nationals seniors who only become eligible to participate in U.S. Medicare after five years as legal U.S. residents, may be considered for coverage. It is during these waiting periods that The Bridge Plan is of extreme value. There are three conditions for which The Bridge Plan is used as a temporary substitute.

## **Medicare Restriction #1:**

Medicare will accept people who have been a permanent resident of the United States for at least five years. This does not require citizenship or any payment into Social Security prior to eligibility. The only requirement is that they must pay a premium to have both Part A and Part B.

## **Petersen's Solution #1:**

The Bridge Plan is available to persons who have become permanent residents of the United States and who are within the five year waiting period for Medicare eligibility.

## **Medicare Restriction #2:**

Some people may be eligible for Medicare due to age and qualifications, but have failed to enroll. Enrollment is not automatic. Social Security does not remind people to enroll. If they miss their enrollment period they must wait to enroll at a later date. This may be as much as 18 months later!

## **Petersen's Solution #2:**

The Bridge Plan will cover them with benefits similar to Medicare on a temporary basis until the next enrollment opportunity.

## **Medicare Restriction #3:**

Some people, for various reasons, have only Part A or Part B. They may be able to get the additional part through Medicare, but at a later date.

## **Petersen's Solution #3:**

The Bridge Plan may be sold with both Part A and Part B, just Part A, or just Part B.



# INTERNATIONAL MAJOR MEDICAL

## Temporary Medical Coverage in the USA

The International Major Medical Plan is designed to provide medical insurance for foreign nationals coming to, or visiting, the United States. Another use is for US citizens who have been residing outside the United States and upon their return need temporary coverage while they secure more permanent coverage. Coverage can range from 1 day to 11 months, with a healthy maximum benefit of up to \$1,000,000. Numerous attractive options which are also available will make this a valuable plan for: Pleasure or Business Travelers, Government Employees, Exchange Students, Visiting Faculty, or Religious Missions.

### USES

1. Foreign Nationals visiting the USA.
2. Foreign Nationals moving to the USA.
3. Foreign Nationals employed by a US company who reside in their home country.
4. Foreign Nationals employed by a US company working outside their home country.
5. US citizens who are visiting the USA from a foreign country.
6. US citizens who are moving back to the USA from a foreign country.

### Optional Coverage

- War & Terrorism
- Accidental Death & Dismemberment
- Kidnap & Ransom
- Hazardous Sports & Activities



# INTERNATIONAL STUDENTS MAJOR MEDICAL

International students have a long list of prerequisites before they are allowed to travel internationally for their schooling. One of the requirements is medical insurance that meets the strict guidelines that Embassies require in order to be approved for a travel or a student VISA. Once approved for coverage the insured will be provided with a policy, ID Card, and a proof of insurance letter to provide to the embassy for VISA issuance.

Petersen International Underwriters has the product knowledge and the ability to quickly process applications making sure that the often times short deadlines are met with minimum stress on the part of the applicant. Petersen International Underwriters has been providing medical coverage to meet their VISA requirements since 1984.

MEDICAL

# GROUP INTERNATIONAL MAJOR MEDICAL

The Group International Major Medical plan is a highly flexible plan for group sizes ranging from five and up. The group can be a mixture of US ex-patriots, foreign nationals, and dependents. Benefits can be tailored to meet the specific needs of the group. Coverage is available in any country in the world and can even be used in war zones. Underwriting the coverage is done using a census of the group and can be as easy as Name, Date of Birth, and Coverage Dates.





# KIDNAP & RANSOM

Imagine the overwhelming feeling of freedom and sheer joy that would be felt upon the release of a Kidnap victim. Now imagine the terror upon the realization that you are without insurance. Your company or your family had to pay the large ransom, purchase specialized phone equipment, hire security protection, hire a negotiator, and pay many more expenses, all of which were only made possible by liquidating ALL assets. In addition to this overwhelming amount of debt, in order to rejoin society the Kidnap victim may need extensive psychiatric counseling and rehabilitation.

One of the most beneficial parts of the plan is the unlimited expenses paid for the Crisis Response Team. The Crisis Response Team has worldwide knowledge about negotiations in each specific location.

Kidnap and Ransom Insurance has been developed to reimburse the policy owner for the expenses incurred with a Kidnapping or Extortion and include the Response Team, ransom payments, negotiations, and numerous other expenses associated with a kidnapping or extortion.

## Key Benefits

- Ransom Reimbursement
- Personal Accident
- Loss of Ransom During Delivery
- Private Negotiator
- Public Relations
- Travel Expenses
- Psychiatric Expenses
- Reward Payments
- Financial Losses
- Loss of Income
- Employee Lost Income
- Asset Protection
- Security Coverage
- Specialized Equipment
- Rehabilitation Benefit
- Funeral Expenses







# EVENT CANCELLATION & NON APPEARANCE

When an individual or production company is organizing an event it is often difficult to think of all the possible ways that the show cannot go on. The purpose of this coverage is to protect the investment and the profits of an event or performance. Event cancellations can be caused from a wide variety of things which are out of the control of the promoter including:

- Adverse Weather
- Travel Delays
- Power Outages
- Death
- Accidental Injuries
- Illness of Performer

## Financial Losses

When calculating a risk, underwriters take into account all the factors that go into the event and the profits projected from the event including:

- Promotion Costs
- Musician Fees
- Ticket Agents
- Merchandisers
- Caterers
- Marketing Costs
- Projected Revenue
- Sponsor Losses



# OUR HISTORY

W. Harold Petersen grew up outside the small town of Council Bluffs, Iowa. When he was a young child his father was afflicted with a disability which lasted for a few years and caused his family to lose their farm. After his father recovered from his disability, the family was financially ruined. The only employment that his father could find was that of a janitor. W. Harold Petersen experienced the horrors of disability first hand and he has made it his lifelong goal to make sure that his story is heard loud and clear. He vowed to help as many people as possible in protecting their incomes against the devastating effects that a disability creates.



With that purpose in mind Petersen International Underwriters purveys its products through licensed insurance professionals. Assisting them to understand that to have one's income under-insured is as concerning as not being insured at all. Eventual financial ruin will happen. Through education, training and marketing support, Petersen International Underwriters reaches out to all insurance agents to make sure they help their clients properly protect their incomes.

Petersen International Underwriters is licensed in all 50 states, Washington D.C. and Canada. Not all products are available in all states or countries.



# THE PRINCIPALS



**W. Harold Petersen** began his career as an underwriter at Mutual of Omaha in 1948. He is the youngest man in the industry to be named in "Who's Who In The Insurance Industry". In 1950 he helped create the Special Risks Department for Mutual of Omaha using Lloyd's of London as a reinsurer. Moving on in 1956 he was hired to establish an Accident and Health Division for American United Life Insurance Company in Indiana, and four years later led a group of investors to form the new start up company Underwriters National Assurance Company, which was a premier disability insurance carrier. In 1967 Mr. Petersen resigned as President of Underwriters National Assurance Company and moved to California to form a marketing and management company which is known today as Petersen International Underwriters. Today he holds the position of President and Chairman of the Board for Petersen International Underwriters.



**Michael B. Petersen** joined Petersen International Underwriters in 1974 following his studies in Business Administration at San Diego State University and the University of Southern California. As Vice President / Chief Underwriter for Petersen International Underwriters his duties include the overall management of the underwriting and administration departments for Petersen International Underwriters. A Registered Health Underwriter (RHU) and licensed Surplus Lines Broker he holds the power of the pen to the largest personal accident contract through Lloyd's of London.



**Mark S. Petersen** became a partner in Petersen International Underwriters in 1983. Having studied Advertising and Marketing at University of Southern California and University of California at Los Angeles, Mark is the Vice President of the Marketing Department for Petersen International Underwriters. Additional duties include underwriting, product design and development.



**Thomas R. Petersen** attended California State University at Northridge and Pepperdine University where he earned an MBA in International Business. He joined Petersen International Underwriters in 1986. As Vice President of Public Relations, Thomas' duties involve product development, industry liaison, legal counsel liaison and national association representation.

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