



PETERSEN[®]
INTERNATIONAL UNDERWRITERS

FAILURE TO SURVIVE

CASE STUDY

State-Approved Dispensary

An investment firm needed \$6 million of key person insurance split between the two owners of a state-approved marijuana dispensary. The insurance coverage was the only outstanding requirement before they could finalize the investment.

The owners were in great health and considered preferred risks but all the traditional carriers were declining their applications. Because of the federal legal concerns with the cannabis industry, the insurance companies automatically declined the applications.

Unable to place the coverage the insurance producer turned to Petersen International Underwriters for help. Within a few days, the Failure to Survive applications were approved and coverage was issued. The multi-year term policies covered each partner for \$3 million, which fulfilled the final requirement for the investment agreement.

Failure to Survive

insurance is a unique solution that protects the financial investment of a key person or persons in the event of death.

The product can be used to provide insurance protection for one individual or for a group. The human capital and financial exposure of corporations and investors can be a massive in the event of an unexpected death.