



THE BIOTECH STARTUP

After obtaining a critical patent, a biotech company was in position to disrupt their targeted healthcare industry. In order to compete in the market, they needed to rapidly-scale their business. They turned to investors in the private equity space to raise a large capital investment to get started.

\$500,000 Death Benefit (Per Person)

Before the private equity became available, the startup was required to obtain a \$500,000 death benefit per corporate officer.

The Problem (Startup Financials)

When the applications were submitted to traditional term carriers, they were promptly declined due to the lack of positive cashflow of the company.

The Solution (Failure To Survive Insurance)

The insurance broker turned to Petersen International Underwriters who was able to quote, underwrite, and issue the two policies within five business days.