

## Where to find HIV Life Assurance?

HIV Life Assurance has now been in existence for over three years and since its launch there have been many new products launched aimed at HIV Positive people. It really is wonderful news that HIV Positive people now have increased access to Life Assurance and Mortgages.

When I started campaigning on these issues more than 14 years ago, it was my dream that people living with HIV would be able to access Life Assurance and Mortgage products in the same way as any other community and that they would not feel excluded or discriminated against.

Things have changed so much recently that we've even been getting enquiries for Life Assurance from people who are now being offered Life Assurance by their own bank. Martha came to us after being offered Life Assurance by her bank and being asked questions about her health status.

### **Martha Said,**

*'I've been accepted for a mortgage through my bank and they have offered me Life Assurance. They have asked me whether I'm HIV Positive on the application form and I'm really concerned about answering this because I've been HIV Positive for the last 10 years'.*

### **Martha Continued,**

*'What is likely to happen if I answer the HIV questions on the application form? I'm not really sure that I would like to share my medical details with my local bank, but equally I would like to make sure that my mortgage is covered to protect my children'.*

Here's some Information for people who are thinking about Life Assurance or Mortgages

One of the additional products that you are likely to be offered when taking out a mortgage with your bank or building society is Life Assurance. Up until recently Life Assurance was completely unavailable to HIV Positive people, which in some cases made finding mortgages difficult.

Times have changed dramatically in a relatively short space of time on these issues, which has meant that people living with HIV are now facing new challenges when interacting with their bank. We are receiving calls every single week from people not wishing to answer questions from their bank.

If you are asked about your HIV status by your bank and you are not comfortable with sharing this information then you should seek independent financial advice. Unusual Risks are specialists at finding Life Assurance and mortgages for people living with HIV.

Our latest research into HIV Life Assurance shows that 66.6% of the top Life Assurance Companies are offering HIV Life Assurance through Independent Brokers. This is in direct contrast to the Life Assurance Companies that only offer HIV Life Assurance through banks where this figure is just 40%.

After further research we have established that very few of the HIV Life Assurance applications that are being submitted through banks are actually being accepted, this is in direct contrast to 90% of HIV life Assurance applications that we have submitted which have been accepted.

### **And Martha?**

We arranged a HIV Life Assurance policy in trust to her two children for a sum assured of £250,000 at a premium of £65.90 per month. We also offered quotations for £100,000 of cover at £35.00 per month and £200,000 of cover at £54.53 per month

Unusual Risks support worthy causes and HIV charities, such as NAM/AIDSAP from every HIV Life Assurance and HIV Mortgage that we arrange on your behalf. We also offer an introducer scheme for any HIV Support Worker or Medical Professional to earn donations for their registered charity.

Our new brochure is now available containing details of our charity scheme.

***Chris Morgan is the Marketing Manager of Unusual Risks Mortgage & Insurance Services. [www.unusualrisks.co.uk](http://www.unusualrisks.co.uk), Editor of Positive Finance Magazine [www.positivefinance.info](http://www.positivefinance.info) and was a consultant to the Association of British Insurers HIV Working Group for over five years. He may be contacted by phone 0845 474 3075 or by Email [chris@unusualrisks.co.uk](mailto:chris@unusualrisks.co.uk)***