

## Pre-existing medical conditions do not mean you that you have to pay inflated premiums

It is a common misconception that if you move to a new healthcare provider they will not cover pre-existing medical conditions. As a consequence of this, many people feel trapped and therefore continue to pay annually increasing premiums.

At Bow House Consultancy, our Brokers enable our clients to review the options from the market based on comparable benefits and protection of their medical history.

Subject to answering a provider's transfer criteria favourably, many individuals find that they are able to transfer to a new provider for a lower premium without incurring medical exclusions.

### Case study for Mr & Mrs Brown

The following case study is a prime example of how this works for many clients.

Mr & Mrs Brown are both 67 years old and have had a personal policy in place with AXA PPP Healthcare for the last 15 years. Their renewal premium has increased to £7,590.00 but, due to their previous medical history, they believed that they were unable to transfer to another insurer.

Mr Brown had cancer 11 years ago and has been fully discharged for the last 5 years and Mrs Brown had a knee replacement 4 years ago due to an injury and has since fully recovered. Both of them currently take GP prescribed medication for high blood pressure and high cholesterol. Neither of them have any exclusions on their policy.

Our Brokers carried out a full market review for the couple and were able to offer them an alternative policy with BUPA for an annual premium of £4,890.00 representing a saving of £2,700.00.

The new BUPA policy included comparable benefits, similar hospital access and the same excess as the current AXA PPP policy. Crucially, BUPA were able to offer Mr and Mrs Brown the option to transfer to them based on a protected medical history basis (CPME – Continued Personal Medical Exclusions) and this means that no additional exclusions would be applied in relation to their previous medical conditions. Therefore, should any treatment be required in the future, both Mr and Mrs Brown would be able to make full use of the new policy.

In summary, Mr and Mrs Brown were able to:

- Transfer from their existing AXA PPP Healthcare personal policy to a BUPA personal policy
- Obtain an annual saving of £2,700.00
- Enjoy comparable benefits
- Have access to a comparable hospital list
- Take advantage of the protected medical history transfer
- Have no further exclusions applied to their policy

(Please note that these details and figures are specific to this particular case.)

At Bow House Consultancy, we consistently offer the market review process to all our individual clients every year, at no cost to them, thereby ensuring that all our clients are comfortable in the knowledge that they are receiving the best value private medical insurance, suited to their needs, at the lowest premium available.