



'HIV Life Assurance Survey'

Compass the gay financial advisers are today announcing the results of their HIV Life Assurance survey 2010. After contacting all of the current Life Assurance providers in the UK, they can report that only 33%* of insurers have decided to enter this new and developing market.

Even though a third of the insurers have entered the market Compass still believe that the needs of HIV Positive people are not being met. Out of the four insurance providers stating they offer HIV Life Assurance only two actually undertake a full pre-sales quotation procedure.

This means that many people living with HIV are being asked to complete applications, submit to medicals and blood tests before any indication of the cost of insurance is offered. They have today chosen to speak out because they believe this to be both non-competitive and unfair on applicants.

Speaking about their recent survey, Chris Morgan, Marketing Manager of Compass Said,

'We recently contacted all twelve major Life Assurance companies regarding HIV Positive applicants and asked them if they offered cover to this group of people. Only four responded yes, with some of the remaining companies even appearing shocked we had asked the question'

'Some of our findings and answers received from insurers regarding HIV Life Assurance are completely worrying. It is apparent that the majority of companies are still living in the dark ages and attaching a stigma to HIV'.

'Compass's survey established that either companies are avoiding the issue of HIV completely by not offering cover, or in the main offering completely inadequate, over-priced products and services to HIV Positive applicants.'

Compass decided to submit the same details of one client to all four 'Yes' companies, which were Fortis, Prudential, Scottish Provident and Zurich. The case submitted was chosen because it had one of the best CD4 counts and viral loads of any client they had ever represented.

Of the companies that stated they would consider insuring HIV Positive applicants, only one gave a satisfactory indication of terms after receiving a pre-sales enquiry. Prudential indicated a loading half the price of Zurich and both Fortis and Scottish Provident both declined the case altogether.

We recognise that Life Assurance Companies have the right to decline applicants on medical grounds. However, we feel that insurers are not dedicating enough attention to this developing market and taking the needs of HIV Positive people seriously enough.

**Compass Mortgage & Insurance Services surveyed the top twelve Life Assurance Providers in the UK during September and October 2010. They asked 'Do you accept Life Assurance Applications from HIV Positive people?' with four out of twelve responding 'Yes' to the question.*

If you require more information on HIV Life Assurance please contact Compass Mortgage & Insurance Services on 0845 474 3075, or by email at enquires@compassindependent.co.uk and on the web www.compassindependent.co.uk

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Notes to editors:

1. Chris Morgan would be happy to discuss with editors features on financial planning for gay, HIV Positive people and for providing content for your publication.
2. Chris Morgan is the Marketing Manager at a firm of Mortgage and Insurance adviser's offers specialist advice to the Gay and HIV Positive communities, without fear of discrimination.
3. Compass Mortgage and Insurance Services can be found at www.compassindependent.co.uk
4. Chris has over the years built a regular readership within gay publication's Pink Finance, Gay Times, Pink Paper, Gay.com and Refresh. He's also provided many interviews for titles such as The Guardian, The Independent, The Observer, Evening Standard and Money Observer.
5. Compass Mortgage and Insurance Services is authorised and regulated by the Financial Services Authority. Registration number 497173. Please note most Buy to Let mortgages is not regulated by the FSA.