Insurance Agents

With the cost of both homeowner and health insurance skyrocketing in California, it is challenging for many seniors. Many of them are no longer able to afford the coverage they need. In some cases, they are having to forego other needs to deal with these increased insurance costs. In the worst instances, they are actually having to sell their homes.

Many insurance agents are seeing this firsthand. They are dealing with clients in the senior demographic who are really struggling with these premium cost increases. While most of these agents are familiar with Reverse Mortgages, few are aware of the newer safeguards and ways these products can help eligible seniors manage rising insurance costs.

By accessing a portion of their home equity, eligible seniors may be able to maintain needed coverage, complete required repairs, and improve monthly cash flow.

Reverse Mortgage proceeds may also help address property-condition issues that could otherwise lead to policy cancellation or nonrenewal.

We have identified that there is a serious need to increase the awareness of insurance agents about these products and how they can offer solutions for seniors who are facing these challenges.

We are currently in the process of creating additional resources to support the efforts of the insurance industry to better serve the needs of the senior population. In the meantime, if you know of anyone who could benefit from this information, please feel free to connect them with us directly.