Why Health Insurance Is Bought Late —

— And Regretted Early



Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com **9898398189** **https://shubhchintak.investwell.app/app/#/login**

A DECISION THAT KEEPS GETTING POSTPONED

**Most people don't say "no" to health insurance.
They simply say "later."**

"I'm healthy right now."

"I have some savings."

"My employer already provides cover."

"I'll look into it next year."



Health insurance is rarely rejected outright. It is quietly pushed down the priority list month after month, year after year.

💬 *Health insurance may not be avoided. It is postponed.*

Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com 9898398189 https://shubhchintak.investwell.app/app/#/login

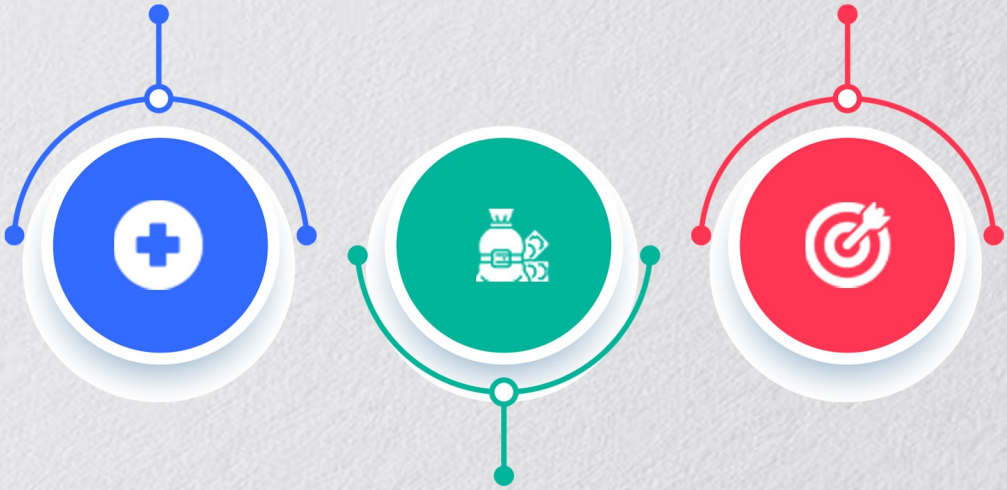
WHY 'LATER' FEELS SAFE

Delaying health insurance often feels reasonable.

After all :

Hospital visits may be rare

Other goals seem more urgent



Daily expenses already feel high

When nothing has gone wrong so far, the absence of a problem creates comfort. Good health and routine life make it easy to believe that insurance can wait.

But this comfort is based on **what hasn't happened yet**, not on what could.

💬 *The absence of a medical emergency often feels like protection until it isn't.*

Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com **9898398189** **https://shubhchintak.investwell.app/app/#/login**

WHAT USUALLY TRIGGERS THE PURCHASE

In reality, many people buy health insurance after a wake-up moment.

- An unexpected hospital bill
- A sudden illness in the family
- A claim limitation under employer cover
- Medical costs turning out to be higher than expected
- Discovery of a lifestyle-related condition



The decision then shifts from
"Should I buy?"
to
"I wish I had done this earlier."

💬 *Insurance is often bought after the lesson, not before it.*

Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com 9898398189 https://shubhchintak.investwell.app/app/#/login

WHY THE REGRET OFTEN COMES SOONER THAN EXPECTED

The regret around health insurance doesn't usually come years later. It often comes **surprisingly early.**



This happens when people realise:

- ⏳ Certain conditions have waiting periods
- 🛡️ Coverage starts gradually, not instantly
- 📄 Disclosures affect how policies work
- 🏢 Employer cover has limits they hadn't noticed

These discoveries often happen at the **first medical enquiry, hospitalisation, or claim** — sometimes within the first year. At that moment, many people think:
"If only I had done this earlier."

💬 *The regret is not about having insurance*
it's about not having it in place sooner.

Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com **9898398189** **https://shubhchintak.investwell.app/app/#/login**

WHAT PEOPLE MEAN WHEN THEY SAY "I REGRET IT"

When people say they regret their health insurance decision, they rarely mean:
"I shouldn't have bought insurance."

What they usually mean is:

- "I didn't expect these waiting periods."
- "I assumed coverage would be immediate."
- "I thought my employer's cover was enough."
- "I wish I had understood this earlier."
- "I didn't expect my proposal to be declined."



The regret is not delayed.
It arrives the moment
expectations meet reality.

DISCLAIMER
This content is for educational and awareness purposes only. It does not constitute insurance advice, recommendations, or solicitation. The situations described are illustrative and meant to highlight general behavioural patterns. Health insurance benefits, terms, conditions, waiting periods, and coverage vary by policy and insurer. Readers are advised to review policy documents carefully and seek appropriate guidance before making decisions. Insurance is a subject matter of solicitation.

💬 *Health insurance is rarely regretted for being bought it is regretted for being delayed.*

Jyotiraja Sodha
Shubhchintak
AMFI-Registered Mutual Fund Distributor | ARN-18594
jyotiraja_sodha@hotmail.com **9898398189** **https://shubhchintak.investwell.app/app/#/login**