

**Did you know that income protection
is the most important pillar of any
financial plan?**

Your ability to earn an income is your most important asset. If you don't have a paycheck to fund your investments and dreams, your financial plan becomes a meaningless document. Protect your paycheck today.

Disability Insurance Proposal

Comprehensive Rate Comparison

Prepared exclusively for

[Name of Client]

Presented by

[Your Name]

May 15, 2015

PRIVATE & CONFIDENTIAL INFORMATION. RATES SUBJECT TO CHANGE.

disability
insurance
services **dis**

Did You Know?

According to the National Safety Council, Nearly 90% of disabilities aren't work-related and therefore don't qualify for workers' compensation benefits.



From the desk of [Your Name]

Tuesday, March 11, 2014

Dear [Name of Client],

It is an honor to present you with these quotes for disability insurance. With good reason, income protection is known as the most important pillar of financial protection. Without income, the best laid plans quickly fall by the wayside and financial survival becomes top priority.

One never knows when a chronic illness, a serious car accident or an unexpected injury might strike. As you'll see in the statistics on the following pages, the odds of disability are greater than the odds of death.

As your trusted advisor, I can't stress strongly enough the importance of adequate disability income protection. The quotes on the following pages represent our best recommendation for your unique situation. However, if these numbers exceed your budget, make sure to ask about lower cost options or critical illness coverage. Some protection is much better than no protection at all.

If for some reason, you decide to forego coverage at this time, please kindly sign the waiver of liability form attached and return to me. The form simply says that you've been informed of the importance of this protection, and despite this knowledge, you're choosing to go without coverage.

Thank you for the opportunity to serve you today. It's a privilege to participate in the protection of your family's hopes and dreams.




Warm regards,

[Your name]

Disability Insurance Stat Pack

The top reasons every working American needs paycheck protection

32	At age 32, the chance of being disabled for 90 days is 6.5 times greater than the chance of death. (Source: National Association of Insurance Commissioners)
18%	More than 51 million Americans – 18 percent of the population – are classified as disabled. (Source: US Census Bureau, November 2008)
3/10	Almost one-third of Americans entering the workforce today – three out of 10 – will become disabled before they retire. (Source: Social Security Administration, 2007)
2.35	34,017 fatal crashes occurred in 2008, the lowest rate since 1961. But what about those who survived the carnage? In 2008, 2.35 million people were injured in car accidents. Car crashes are the leading cause of acquired disability in the United States. (Source: NHTSA Fatality Analysis Reporting System)
75%	Seventy-five percent of disabilities are caused by an illness rather than an accident. (Source: Commissioner's Disability Table)
70%	Seventy percent of American workers in the private sector have no long-term disability protection. (Source: Social Security Administration, 2007)
62%	A Harvard University report reveals that 62 percent of all personal bankruptcies filed in the U.S. in 2007 were due to the inability to pay for medical expenses. (The American Journal of Medicine, June 4, 2009)
3	The likelihood of being disabled for more than three months is greater than dying in any given year. (Source: Society of Actuaries)
1/5	Accident or illness will force 1 in 5 U.S. employees to miss work for at least a year before they turn 65. (Source: Life and Health Insurance Foundation for Education, Nov 2005) Furthermore, the average long-term disability absence lasts 2 years. (Source: Commissioner's Individual Disability Table A)
49	In the past hour, almost 3,000 Americans became disabled. That's 49 disabilities every minute. (Source: National Safety Council, "Injury Facts 2008 Ed.")
350,000	Every year, 350,000 personal bankruptcies are attributed to injuries and unexpected illnesses. (Source: "Illness and Injury as Contributors to Bankruptcy," Health Affairs, 2005)
\$259,531	In the first year following paraplegia, living expenses average \$259,531 per person. (Source: National SCI Statistical Center, 2005)
29.7%	Stroke is the leading cause of serious, long-term disability in the United States. From 1995 to 2005, the stroke death rate fell 29.7 percent and the actual number of stroke deaths declined 13.5 percent. (Source: StrokeCenter.org)
90%	Only a small fraction – 10 percent – of disabling accidents and illnesses are work related. The other 90 percent are not, which means workers' compensation doesn't cover them. (Source: National Safety Council, 2008)
\$1004	The average monthly benefit paid by Social Security Disability Insurance (SSDI) is \$1,004 a month. (Source: Social Security Administration, 2008)

Client: [Name of Client]				
Agent: [Your Name]				
	Plan Design	Protector+ CA	HH-750	Salary Saver
1	Base Benefit	\$13,280.00	\$12,750.00	\$13,500.00
2	Social Security Benefit	\$0.00 / None	\$0.00 / None	\$0.00 / None
3	Total Benefit	\$13,280.00	\$12,750.00	\$13,500.00
4	Elimination Period	90 days	90 days	90 days
5	Benefit Period	To age 66/67	To age 67	To age 65
6	Renewability Provision	Noncancelable	Noncancelable	Noncancelable
7	Own Occupation Definition	Yes - for the entire benefit period	Yes - for the entire benefit period	Yes - for the entire benefit period
8a	Residual Benefit	Yes - built in to the policy	Yes	Yes
8b	Minimum Residual Benefit Payable	50% of base for 6 months then 20%	50% of base for 6 months, then 20%	50% of base for 6 months then 20%
8c	Recovery Benefit	Yes - 6 month lump sum	See Residual Rider on quote	Yes - 3 months
8d	Compassionate Disability	Not Available	Not Available	Not Available
9	Recurrent Benefit	6 months	6 months	12 months
10	Automatic Increase Rider	Not Available	Yes	Not Available
11	COLA	Yes - up to 3% CPI (compound)	Yes - up to 3% CPI (compound)	Yes - 4% (simple)
12a	Future Insurability Options	Yes	As Benefit Update Rider	Built into policy until age 50. See policy details
12b	Age through which future insurability option is exercisable	Every year through age 50, if available	Every 3rd year until age 58	Built into the policy
13	Maximum Presumptive Disability Paid	EP waived, lifetime benefit	EP waived, lifetime benefit	EP waived, payable for BP
14	Survivor Benefit	Not available	3 months benefit as lump sum	3 months benefit payable after 12 months DI claim
15	Is there a limitation on Mental or Nervous Disorders?	Yes - 2 years unless hospitalized	None (2 years unless hospitalized in CA, FL, LA, NV)	Yes - 2 years unless hospitalized
16	Catastrophic Benefit Rider	Not available	Not quoted	Not available
17	Company Ratings (Updated Monthly)	AM Best = A S & P = A+ Moody = A2	AM Best = A+ S & P = A+ Moody = A1	AM Best = A+ S & P = AA- Moody = Aa3
	Aggregate Benefits	\$4,302,720.00	\$4,131,000.00	\$4,050,000.00
	Annual Premium	\$6,917.07	\$7,192.68	\$8,015.25
	Monthly Premium	\$605.24	\$629.36	\$707.75
	Cost per \$100 of Benefit	\$52.09	\$56.41	\$59.37

Ⓔ Analysis shows Guaranteed Renewable

Alternate Quote: Guaranteed Renewable Policy			
	Annual Premium*	\$3,868.86	\$0.00
	Monthly Premium*	\$338.53	\$0.00

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* The Standard's Guaranteed Renewable rates are guaranteed not to increase for the first three years. Increases are subject to state approval by risk class.

	Policy Provision	Simplified Explanation of Policy Provisions
1	Base Benefit	The amount of basic coverage available based on earned income.
2	Social Security Income Benefit	An additional amount of benefits payable if Social Security benefits are denied.
3	Total Benefit	The total of base benefits + Social Security Benefit Income Rider available from the insurance carriers.
4	Elimination Period	The period of days a claimant must wait prior to accruing benefits.
5	Benefit Period	The duration of time in which benefits are paid.
6	Renewability Provision	Non-Cancelable: Premium rates will never be increased while policy is in force. Guaranteed Renewable: Policy coverage is guaranteed to renew, but rates may increase.
7	Own Occupation Definition	Own Occ: The period of time a claimant is permitted to return to another occupation & still receive a full benefit. Modified Own-Occ: Will not force a claimant back to work; if a claimant returns to another occupation, benefits may be payable under a residual payment formula.
8a	Residual Benefit	A % of benefits are paid, based on a % of Lost Earnings (i.e. 50% loss of earnings = 50% benefit).
8b	Minimum Residual Benefit Payable	Required minimum loss of earnings for Residual benefit qualification.
8c	Recovery Benefit	Residual benefits may be payable when a claimant returns to work full time but suffers an economical loss of earnings (i.e. decreased earnings due to depleted accounts receivables).
8d	Compassionate Disability	Pays a monthly benefit to cover income lost while taking time away from work to care for a loved one who has a serious health condition.
9	Recurrent Benefit	After the claimant has recovered & returned to work, if he/she suffers a relapse within this time period, he may reestablish his claim without resatisfying the elimination period.
10	Automatic Increase Rider	Increases the policy's basic monthly benefit annually without evidence of insurability.
11	COLA - Cost of Living Adjustment	Increases the benefits payable after 365 days of claim.
12a	Future Purchase Option	Allows the policyholder to purchase additional coverage. The insurance carrier waives their right to decline future additional coverage based on poor health.
12b	Age through which future purchase option is exercisable	See Analyzer
13	Maximum Presumptive Disability Paid	The period which benefits are paid if claimant suffers a loss of use of eyes, speech, hearing, both hands or feet.
14	Survivor Benefit	Benefits payable if claimant should die while on total disability claim.
15	Is there a limitation on Mental or Nervous Disorders?	See Analyzer
16	Catastrophic Benefit Rider	Provides benefits in addition to base monthly disability income insurance benefits should the insured incur a catastrophic disability, such as an event that prevents him/her from performing two or more activities of daily living, causes cognitive impairment or a presumptive disability.

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Waiver of Liability Form

I, [Name of Client], acknowledge that [Your Name] has educated me about the financial risks of illness or injury.

Together, we have carefully analyzed my current financial and insurance situation. I understand that in the unfortunate event of illness or injury, additional income protection would be necessary to protect my assets.

I understand that the odds of becoming disabled are significant and that if I become disabled, my family and I could suffer a substantial loss of income, which may place my assets at risk.

[Your Name] has recommended an income protection plan. However, I am declining coverage at this time. I am fully aware of the consequences of this decision and I hereby agree to hold [Your Name] harmless for any financial loss subsequently suffered.

Printed Name

Signature

Date

DI Done Right

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800-898-9641 • www.diservices.com

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