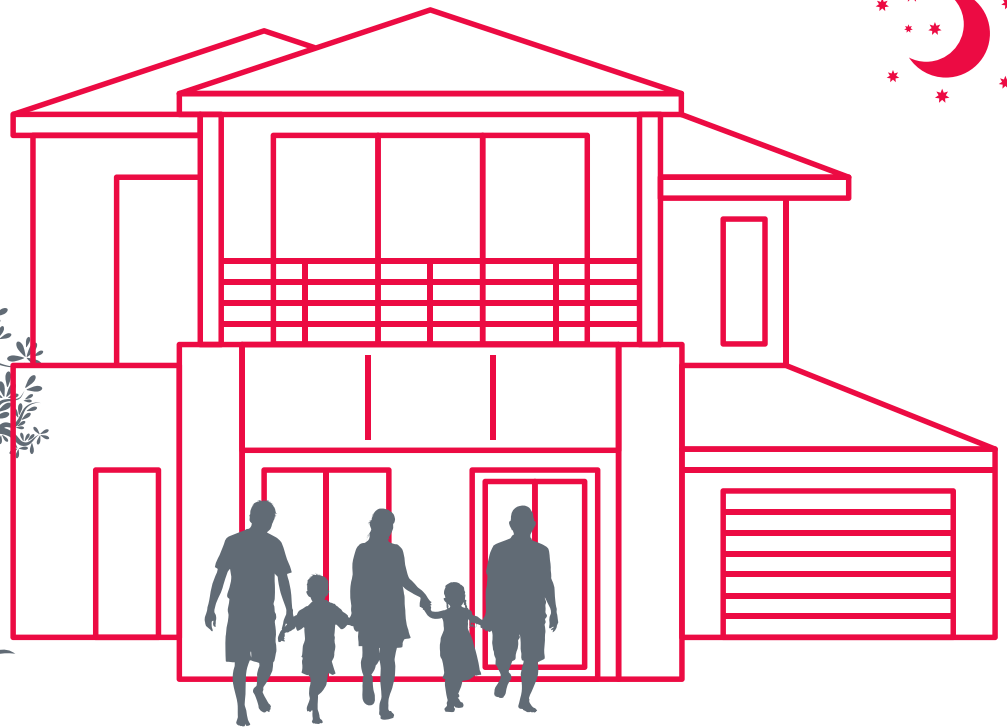


# Go Deeper with Disability Insurance

Providence Partners will help you introduce clients to disability insurance. We will take you through every step of the process, from prospecting to underwriting. Think of this as an introduction to offering disability insurance. And our partner at your service is Secura Consultants - a Disability Income Protection specialist firm.



7 in 10 employed Americans would have trouble in a month or less if they couldn't earn their paycheck!  
~ Life Happens



## At Your Service Resources:

- products & solutions
- conversation starters
- prospecting tips
- facts & studies
- real life stories
- social media ideas
- common terms
- sales webinars
- client FAQs

But most important, point-of-sale support along with specialist access.  
Call today to get started!



Call Jay Stubbs: (251) 604-7024



# Disability insurance options

Disability insurance solutions can vary for individuals, business owners and employees. Their income means independence for themselves and their family, and they rely on it for so many things. It's an investment that helps protect their most important asset, their income, throughout their working years. Below are the three primary disability income protection markets:



## Personal



**Individual disability** | Provides monthly benefits to help cover daily living expenses and stays with you no matter where you work as long as you pay the premiums. When you purchase individual disability insurance, you're not only taking an important step toward securing your income during working years, you're giving yourself a plan to help keep your life going during a period of disability.

**Individual disability retirement security** | Helps clients continue saving for retirement. In the event of a disability, benefits are paid to an irrevocable trust where the funds are invested and distributed to the client upon reaching retirement age.

.....

## Business



**Overhead expense** | Provides reimbursement for business expenses, helping keep the business open and operating.

**Business loan protection** | Covers loans taken out for business-related expenses.

**Key person replacement** | Provides a benefit to a business in the event of a key employee's disability

**Disability buy-out** | Funds a buy-sell agreement to buy out a disabled owner.

.....

## Employee Benefits



**Executive carve out** | Helps employers offer individual disability insurance to employees — on an employer-paid or voluntary basis

**Group accident only disability** | Pays for disabilities caused by accidents (not illness) and generally costs less than policies that cover both accidents and illness.

**Group short-term disability** | Provides immediate coverage typically from your first day of disability and can pay benefits until your long-term coverage begins to pay.

**Group long-term disability** | Base level disability coverage, usually paid for by the employer, that typically pays out after 90 or 180 days of disability.

# Always review your existing cases

Review your recent cases and look for opportunities to offer personal and/or business disability insurance solutions. Whether it's a middle to high-income earner client, business owner with or without key employees, or an employee benefits group of which you are the broker of record - the opportunity to help all parties protect against a disabling event are invaluable.



## Existing client scenarios | Recommended solution

Personal needs



Experiences a life change such as marriage, new family addition, home purchase | Individual disability insurance to protect against the loss of an income.

Maxes out individual disability insurance | Individual disability insurance retirement security.

Contributes to a 401(k) plan, IRA or mutual funds | Individual disability insurance retirement security to protect ability to save for retirement.

Covered by a group LTD policy through employer | Individual disability insurance supplemental policy to protect a larger portion of income.

Business needs



Wants to enhance employee benefits package | An employer-paid or voluntary multi-life individual disability insurance solution.

Wants to ensure continuation of business | Establish and/or review buy-sell agreement and properly fund it with disability buy-out insurance.

Wants to keep business open if one of the owners is disabled | Overhead expense insurance to reimburse business expenses and key person replacement to cover temporary staffing needs and revenue replacement.

Wants to retain executives and enhance their benefits package | An employer-paid individual disability insurance solution available only to the executives.

Has key person life insurance | Key person replacement disability insurance.

Has a business loan obligation | Overhead expense policy with a business loan protection rider.