

Individual Disability Income Insurance for the Medically Impaired Client

Graded Benefit Disability Income insurance underwritten by Assurity Life Insurance Company, Lincoln, Neb.
Policy form A-D120.

Policy availability, features and rates may vary by state.

GBDI

FOR AGENT USE ONLY

- Who is the Medically Impaired Client?
- What is the Product?
- Who is Accepted; Who is Not?
- What are the Underwriting Guidelines?
- What is the Product Benefit Structure?
- Who is the Ideal Candidate?

Who is the Medically Impaired Client?

Anyone who is working full time and has a health condition(s) that is **NOT** acceptable to IDI carriers in the regular or standard marketplace

Who is the Medically Impaired Client?

AND whose Health is in a **somewhat** stable status and who **complies** with their doctor's course of treatment.

Blue Collar

Grey Collar

White Collar

Professionals

Working America with...



physical disorders



receiving appropriate care



a disability insurance underwriter



receiving Psychological care



Professionals with

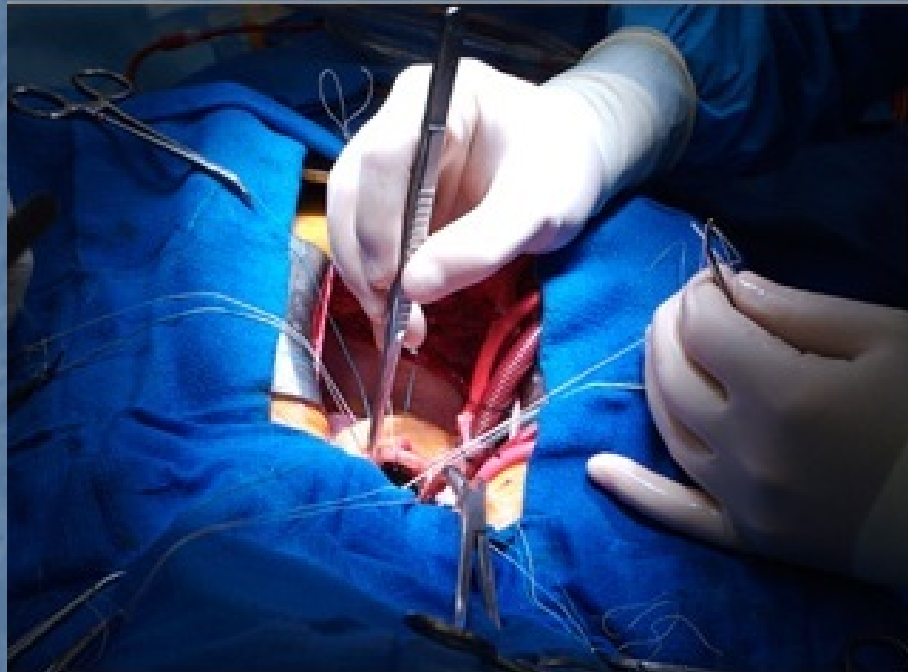


serious health conditions



Diabetes

Heart conditions or Cancer



working to stay compliant



Audience Participation

- 1966 hit song asked Alfie?
- "You may be right"
- Song Depicting: Rock and Roll History
- 1975 Movie about King Arthur's search

1966 Hit Song asked "Alfie"?

What's it all about?

Individual Guaranteed Renewable

Rate Structures

Male/ Female

Smoker/Non-Smoker

**10 year Benefit Period for
Occupation Classes 4A & 3A**

5 year Benefit Period

2 year Benefit Period

Monthly Benefits to \$11,000

Occupational Class Limitations

Elimination Periods

30 day available for 2 year Plan

60, 90, 120 & 180

**365 day available for 5 or 10
year Plans**

Graded Benefits

1st policy year = 35%

2nd policy year = 70%

3rd policy year and after = 100%

Definition of Total Disability

2 year Own Occupation

**Mental/Nervous & Drug/Alcohol
Benefits at 50%
Up to 12 month's Benefits**

Partial Disability
50% for 6 months
Included

Additional Included Benefits

- Presumptive Disability Benefit
- Vocational Rehabilitation Benefit
(up to 6 months)
- Home Modification
(up to \$1,000)
- Survivor Benefit
(6 times Full Monthly Benefit)

Waiver of Premium

**After 90 days, premiums are
Waived and Refunded**

Additional Benefit Riders

5 year Own Occupation

Non-graded Injury Rider

Rider Policy No. A-DR 219

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Words that follow “You May be
Right” in Billy Joel’s hit song

I May Be Crazy

Acceptable Conditions

ADD/ADHD

Ankylosing Spondylitis

Bipolar Disorder

CVA – Stroke

COPD

Crohn's Disease

Diabetes

Alcoholism

Anxiety/Depression

Cancer

Chronic Fatigue Syndrome

Coronary Artery Disease

Diabetes

Drug Abuse

Acceptable Conditions

Elevated Liver Enzymes

Fibromyalgia

Heart Valve Replacement

Meniere's Disease

OCD

Rheumatoid Arthritis

Sleep Apnea

Epilepsy

Heart Attack

Hepatitis

Mental/Nervous Disorder

Osteomyelitis

Sarcoidosis

Ulcerative Colitis

Attorney - Male age 52
Income - \$350,000
Applying for 10 year BP
\$8,000 MB, 90 day EP
& both Optional Benefits
Requirements: B & U, TIR &
Tax Records

-Client Data-

Anxiety with Depression
(since 4/05 - on Meds as needed)
Waive B & U as Labs of 1/08 from
Declined "standard" carrier
Reviewed results
"Within Normal Limits"

-Und. Requirements-

Alcohol Abuse (in AA past 8
years)
Angioplasty with Stent (11/07)
High Blood Pressure (3/02 on
Meds)

-Application-

Approved for 10 year BP
\$8,000 MB, 90 Day EP
with Non-Graded Injury & 5
year own occ. Options

-Decision-

Association CEO - Male age 45
Income - \$300,000 Grp LTD = \$7,500
Applying for 5 year BP
\$9,800 MB, 60 day EP
& no Optional Benefits
Requirements: B & U, TIR, APS
Tax Records

-Client Data-

Nasal Polyps, Benign – '05
Fatty Liver – Normal Hepatic
Panel
Waive B & U - APS notes Labs
2/07 LFT's - Normal
TIR - Sleep Apnea '00; using C-
pap

-Und. Requirements-

Depression – meds since '02 GERD –
'98
Essential Tremor '05 on Med
High Blood Pressure - on Med
Build - 6'2"/250
(trying to lose wt. - diet & exercise)

-Application-

Approved for 5 year BP
\$9,800 MB, 60 Day EP
with Non-Graded Injury (broker
requested at issue)

\$22,116 Annual Premium

-Decision-

Laboratory Technician - Male age 45
Income - \$85,000
Applying for 5 year BP, 90 day EP
\$2,500 MB (has \$1,000 IDI)

Requirements: Tax Records

Ulcerative Colitis (SINCE AGE 30)
(Last flare-up 10/06, on medication -
no hospitalizations)
Vertigo 2/05
(3 known episodes - last 6/07)

-Client Data-

-Application-

U.C. follow ups every 6 months with
yearly Colonoscopy

Arthritis, knees 8/02 Tylenol as
needed

Approved for 5 year BP
\$2,500 MB, 90 Day EP

-Und. Requirements

-Decision-

Dentist - Female age 45
Income - \$120,000
Applying for 5 year BP, 90 day EP
\$6,000 MB
& both Optional Benefits
Requirements: B & U, TIR & Tax Records

-Client Data-

History of Female Problems
since '01 - on Med

Blood Profile & Urinalysis
(A1c=6.5, no Glucose in Urine)
(1LFT elevated & Total
Chol=260)

TIR – Anxiety meds as needed;
Psych 1 – 2 times year

-Und. Requirements-

Juvenile Diabetes since age 17
(Slight Retinopathy of the Eyes)
(No Evidence of Neuropathy)
(Labs in APS show A1c's
running 6.2 - 7.0 - last 12/07)

-Application-

Approved for 5 year BP
\$6,000 MB, 90 day EP with Non-
Graded Injury & 5 year Own Occ
option, but with an Exclusion for the
Eyes

-Decision-

Contractor - Male age 41
Income - \$140,000
Applying for 5 year BP, 90 day EP
\$4,000 MB & Non-Graded Injury
Duties - 70% Admin, 30% Carpentry
Requirements: Tax Records

-Client Data-

Elevated Liver Function Tests
(4/05-on Labs 2 x Normal)
(3/06 Labs 1 X Normal)
- 4/07 Labs almost normal
(“no” evidence of Alcohol
Abuse) – U/S 3/06 = no Fatty
Liver

-Und. Requirements-

Neck & Cervical Back Problems
(No Herniation - Chiro, 2 x Month)
Build - 5' 11" / 260

-Application-

Telephone Inspection Report
? Sleep Apnea - (Sleep Study
7/04 show “slight” - “not” using
C-pap machine) Since 4/05 --
Alcohol 1 or 2 beers a month


-Addl. Underwriting-

Approved for 2 year BP
\$4,000 MB, 90 day EP but
No Options – amended for Sleep
Apnea

-Decision-

Underwriting

- Your clients may have been previously declined
 - Once
 - Twice
 - ??
- Goal in Underwriting ASSURITY's GBDI is to handle expeditiously, swiftly and hopefully without
"Reinventing the Wheel"

- Inquiries (synopsis form)
- APS'
 - Previously submitted many times accepted from carrier or broker
- Blood Profile and Urinalysis 
- Inspections
- Telephone Clarification
 - For updating of specific medical concerns and to determine current health status
- Control and Compliance

You may be right, I may be crazy

or

**"I just may be the lunatic you're
looking for."**

In what 1970's song did Don
McLean drive his Chevy to the
levee?

American Pie

Impaired Risk DI is a Chevy product at a Cadillac price.

Affordability can be a "BIG" issue

- 10 yr BP vs. 5 yr BP vs. 2 yr BP
- EP's 90 day vs. 180 day
- Replacement Ratios
 - 70% at lower incomes to 55% at the higher incomes

1975 Comedy movie about King Arthur's search



Monty Python and the Holy Grail

Who is the Right Person for Impaired Risk Disability Insurance?

- The hard-working diligent person who may be "*uninsurable*," but who in reality is able to work full time, has been doing so for the past year without significant time off **AND**
- Who complies with his/her physician's course of quality medical care.

Thank you

Please contact your local Plus Group office for more information.

Go to www.plusgroupus.com and click on the agency locator map to find an office near you or call 800/831-1018.