# Protecting Your Clients Financial Plan During Their Working Years:

*I set up the insurance with the assumption you will <u>actually</u> become sick or hurt!*

# Quiz: True/False

1. You can protect income of $400K or less up to 115%

2. Individual short-term Disability (STD) covers Maternity Leave

3. It is illegal for a group plan to have a special condition (chronic fatigue, headaches, ringing in ears, numbness) limitation of 2 years

4. $20,000 a month is the maximum individual benefit you can get on one person in the traditional disability market.

5. If you take out a loan to buy another insurance practice you can get a disability policy in the traditional market to cover the loan payments

6. Most individual policies require total disability during the elimination period.

7. If you have group disability insurance and it is tax free at claim time you don't qualify for any more benefit on top of that

8. If you are an insurance agent by day, but have a part time job doing any of the following occupations it will switch your class from being an insurance agent to the part time occupation for disability insurance underwriting purposes? Division one college football ref, Pizza delivery driver, Uber driver, Professional gambler, Mayor of your city

**9. Most group policies require total disability during the benefit period**

**10. Residual is built into all individual disability policies**

**11. Partial is built into all individual disability policies**

**12. You can collect 6 months of DI even without being sick/hurt yourself**

**13. Pre-Existing Condition limitations were eliminated for group disability plans under the Affordable Care Act**

**14. Group disability policies are owned by the insurance carrier**

**15. Group disability policies only protect mental/nervous claims for 2 years**

# Group Contracts:

- **Limitations**
- **Advantages**

# Individual Contracts:

- **Limitations**
- **Advantages**

# Industry Involvement
# &
# Running Your Office

- **Volunteer Work**
- **Team Mentality**
  - Family First
  - Open Book

# Case Examples

# THE BEST POLICY IS THE ONE IN PLACE AT CLAIM TIME!

Any
Questions?

# D.I. GEEK

## Corey L. Anderson
**Disability Event Consultant**

**Main #844-700-GEEK**

**Direct 651-964-6940**

**disabilitygeek@disabilitygeek.com**