

Preparing for Disability: A Disability Income Review

If you are sick or hurt and unable to work, how will you replace your income?

Prepared for:



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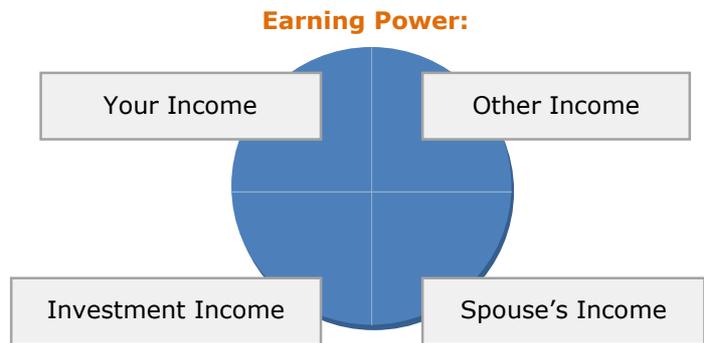
*Life Insurance, Annuities and
Long-Term Care*

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Your Earning Power

Your earning power – your ability to earn an income – is your most valuable asset.

Few people realize that a 30-year-old couple will earn 3.5 million dollars by age 65 if their total family income averages \$100,000 for their entire careers, without any raises.



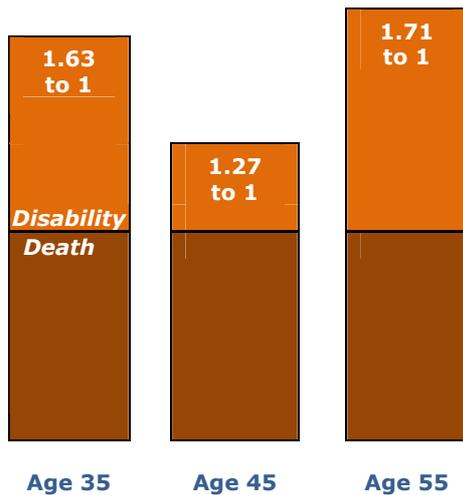
How Much Will You Earn in a Lifetime?

Years to Age 65	Your Future Earning Power If Your Family Income Averages:			
	\$50,000	\$100,000	\$250,000	\$500,000
40	\$2,000,000	\$4,000,000	\$10,000,000	\$20,000,000
35	1,750,000	3,500,000	8,750,000	17,500,000
30	1,500,000	3,000,000	7,500,000	15,000,000
25	1,250,000	2,500,000	6,250,000	12,500,000
20	1,000,000	2,000,000	5,000,000	10,000,000
15	750,000	1,500,000	3,750,000	7,500,000
10	500,000	1,000,000	2,500,000	5,000,000
5	250,000	500,000	1,250,000	2,500,000

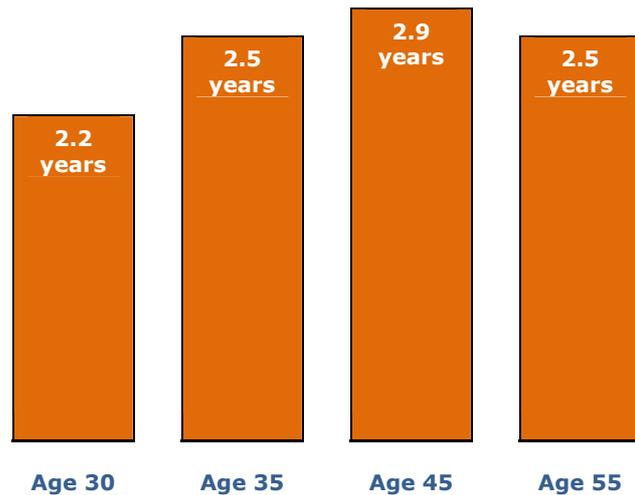
If you are sick or hurt and unable to work, how will you replace your income?

Is This a Gamble You Want to Take?

Risk of Disability for 3 Months or Longer versus Risk of Death



Average Duration of a Disability Lasting Over 3 Months Prior to Age 65



Source: 1985 Commissioners Individual Disability Table A (NOTE: The 1985 CIDA is the most current morbidity table available for individual disability claim experience and is in use by many State Insurance Departments.)

Getting sick or hurt can be expensive! According to a study published by the Kaiser Family Foundation, "about a quarter (26%) of U.S. adults ages 18-64 say they or someone in their household has problems paying or an inability to pay medical bills in the past 12 months." In addition, according to the study, "insurance is not a panacea...roughly one in five of those with health insurance report problems paying medical bills."

Source: The Burden of Medical Debt; Kaiser Family Foundation; January 2016

Did You Know...



An estimated 92.1 million Americans are living with some form of cardiovascular disease or the after-effects of stroke, leading causes of disability.
(Source: 2019 Heart Disease and Stroke Statistics At-a-Glance, American Heart Association/American Stroke Association)



Approximately every 40 seconds, an American will have a heart attack.
(Source: 2019 Heart Disease and Stroke Statistics At-a-Glance, American Heart Association/American Stroke Association)



Stroke is a leading cause of serious, long-term disability in the U.S.; someone in the United States has a stroke about once every 40 seconds on average.
(Source: 2019 Heart Disease and Stroke Statistics At-a-Glance, American Heart Association/American Stroke Association)



In the U.S., approximately 39 out of 100 men and 38 out of 100 women will develop cancer during their lifetime.
(Source: Cancer Facts and Figures 2019; American Cancer Society)



Many people now survive a serious illness that would have been fatal in the past. For example, improvements in cancer diagnosis and treatment have improved the 5-year relative survival rate for all cancers diagnosed between 2008 and 2014 to 69%, up from 49% in 1975 - 1977.
(Source: Cancer Facts and Figures 2019; American Cancer Society)



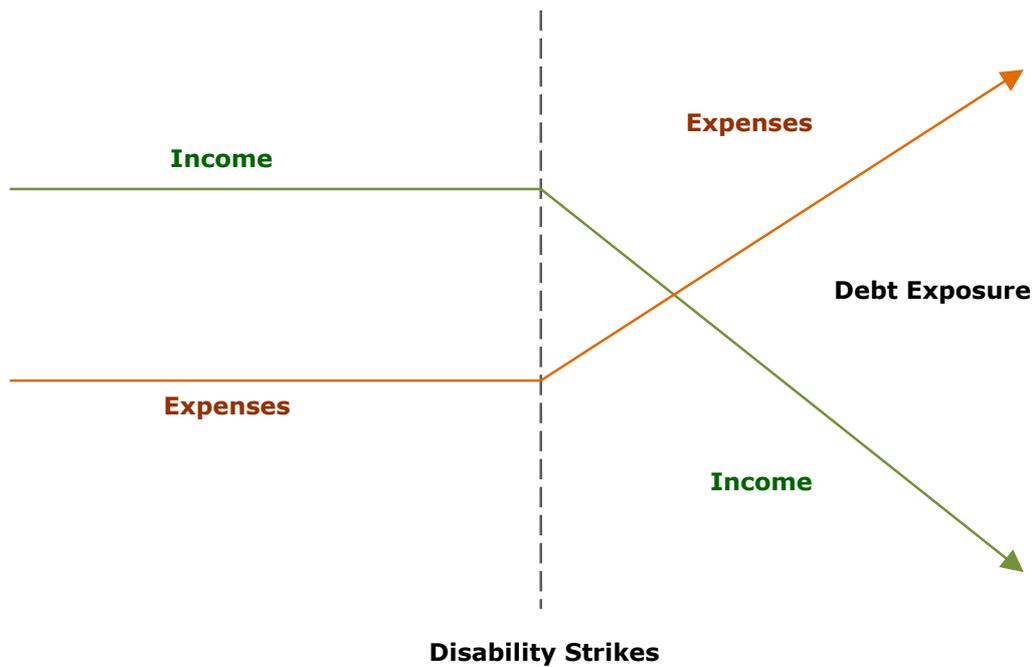
Approximately 4.6 million people required medical attention for injuries sustained in motor vehicle crashes in 2017.
(Source: National Safety Council; 2019)

What Can Happen If Disability Strikes?

Today, income covers expenses

BUT...

Disability means lower income, higher expenses.



How will you meet the expenses of a disability, just at the time your income ceases?

Sources of Funds to Replace Income During a Disability

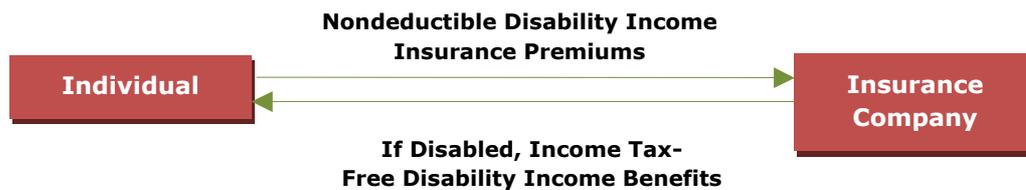
What Sources of Funds May Be Available to Replace Your Income During a Disability?

Source	Evaluation
Savings	If you save 10% of your income each year, it will take 10 years to set aside just one year's income
Borrow	What creditor is going to lend money to a disabled income earner?
Liquidate Assets	Assuming a market exists, a forced liquidation of assets can reduce their value. A single disability could consume the assets you've worked a lifetime to accumulate.
Spouse's Earnings	Your lifestyle may already be built upon a dual income. If, however, your spouse is not currently an income earner, is it realistic to assume that he or she could replace your earning power?
Social Security Benefits	It can be difficult to qualify for Social Security disability benefits. In fact, from 2008 through 2017, an average of only 33% of Social Security disability claims were eventually approved. Assuming, however, that you do qualify, Social Security benefits do not begin until the sixth full month of disability and are generally not adequate to replace your earning power. In fact, the average monthly Social Security disability benefit payable in 2020 is \$1,238. (Source: Annual Statistical Report on the Social Security Disability Program, 2018; released September 2019)

There is, however, a possible solution...

A Potential Solution Using Disability Income Insurance

An adequate amount of personally-owned disability income insurance, coordinated with other sources of income, can guarantee a source of income in the event of serious illness or injury.



Personally-owned disability income insurance benefits can be used to:

- preserve your independence.
- maintain your lifestyle.
- give you time to recover and, if necessary, retrain.
- protect your assets from liquidation.
- maintain your personal savings for other uses.

Finally, since the premiums paid for personally-owned disability income insurance are not tax deductible, the benefits are not considered as income and are received 100% free of income tax.

Disability Income Insurance Checklist

With disability income insurance, you are purchasing a stream of income to be delivered to you by an insurance company in the event you become disabled. The policy features and benefits should be coordinated with your needs and premium-paying ability. As you evaluate disability income policy features and benefits, remember that the choices you make will impact the premiums you pay and the benefits you are entitled to receive.

Benefit Amount What is the monthly disability income benefit?

Waiting Period For how long must you be disabled before the benefit begins? Common waiting periods are 60, 90, 180, 365 or 730 consecutive days of disability.

Benefit Period For how long will benefits be paid? Common benefit periods are one year, two years, five years and to age 65.

Definition of Total Disability What definition of total disability must be met for benefits to be payable? The definition of total disability can range from the inability to perform **your own occupation** to the inability to work in **any reasonable occupation** based on your education, training and experience. **This is an important policy provision to evaluate.**

Partial Disability Benefit Will the policy provide benefits for partial disability following a period of total disability? If so, how much and for how long? What requirements must be met?

Rehabilitation Benefits Does the policy pay any of the expenses of a rehabilitation program during a period of disability?

Waiver of Premium Will policy premiums be waived during a disability?

Renewability Is the policy guaranteed renewable? Under what conditions can premiums be increased?

Other available benefits may include:

- Other Benefits to Consider**
- **Additional Purchase Option:** Right to purchase additional disability income protection without evidence of insurability.
 - **Social Security Rider:** Coordinates with an expected Social Security disability benefit.
 - **Cost of Living Rider:** In the event of disability, increases the disability benefit each year to compensate for increases in the cost of living.

Disability Income Action Checklist

The Analysis...

- Estimate the income you will need in the event of disability.
- Estimate the disability income that will be available to you from sources such as:
 - * Employer-Provided Short- and Long-Term Disability Benefits
 - * Social Security (create a MySocialSecurity account (<http://ssa.gov/myaccount/>) in order to receive estimates of your retirement, disability, and survivors benefits)
 - * Other Government-Provided Disability Benefits
 - * Other Sources of Income (e.g., CDs, savings accounts, mutual funds)
- Determine the additional monthly income required to achieve your disability income objective.

To Implement a Disability Income Insurance Plan...

- Select type of policy and amount of personally-owned disability income insurance.
- Evaluate and select appropriate optional benefits.
- Establish insurability.
- Arrange for payment of premiums.

You Can Manage Your Finances...

*It's by managing your finances that you write the story of your life.
You are both the author and the story's principal character.
Resolve to perform what you ought.*

-- Benjamin Franklin

Important Information

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