

Individual Disability Income insurance



# Live your life with more confidence

See how protecting your income can help



# For most of us, it's hard to imagine losing our income due to an unexpected illness or injury.

Our lifestyle and how we plan for the future depends on our income. Let's walk through the questions below to help you understand what income protection is and why it's important.

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## What's income protection?

Income protection, or individual Disability Income (DI) insurance, is a simple and cost-efficient way to help protect your financial future if you become too sick or hurt to work. It's a "back-up plan", to help you continue living life on your terms—even during difficult times.

There are different ways to protect your income. You may:

- **Be covered through work** with group long-term disability insurance. If you have this, you're fortunate to have some income protection. Just be sure you understand how it works and if it offers enough coverage. Also, if and when you change jobs, remember to check if it's offered in your new benefits package.
- **Rely on a government program**, like Social Security disability insurance, to cover you. Be aware that it typically provides on average \$1,423.78 a month in benefits and requires you to meet pretty rigid requirements.<sup>1</sup>
- **Buy your own coverage.** Individual DI insurance puts you in control and is the most flexible option because you can customize your coverage. Plus, it can work on its own or with your group coverage through work.

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## Why should I consider buying income protection?

You may think, "It won't happen to me," and put off making important financial decisions until tomorrow. But, life happens and your circumstances can change quickly. In fact, you may be surprised to know that most disabilities are caused by illnesses, not injuries. Owning your own disability insurance policy means you can:

- Customize the coverage to help meet your specific needs and budget.
- Keep the coverage, even if you change jobs.
- Increase your coverage as your income grows.

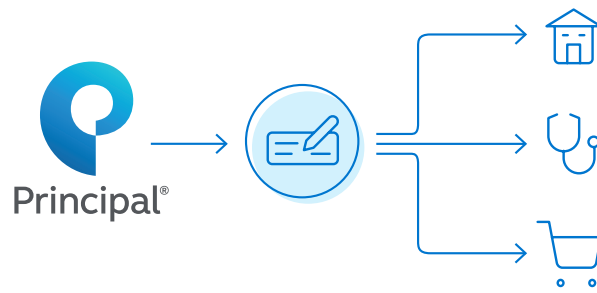


**Don't just take  
our word for it.**

Ask family members or friends who have disability insurance for advice. Why do they think it's important?

## Here's how it works

If you can't work and earn an income because of an illness or injury, you receive benefit payments that help pay everyday living expenses, like housing, health insurance, groceries, and much more.



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## Okay, but isn't it expensive?

Quality coverage typically costs 1% to 3% of your income. But, like most things in life, the price is determined by how many features you need and how much coverage you want.

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## I still have questions. Who can help me?

Contact your local financial professional and start the income-protection conversation. He or she can bring years of experience and expertise to answering your questions and identifying options that are right for you.





Let's connect

Contact your financial professional.

<sup>1</sup> "Annual Statistical Supplement to the Social Security Bulletin", Table 6.A3 Released February 2021. ssa.gov. Retrieved 07/2021.



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