

## Determine the Right Coverage



A disability income insurance policy helps protect the way you live.

Your ability to earn an income may be your most important asset – even more so than your house, car, or savings. Disability income insurance can replace a portion of your income if you were sick or injured and unable to work, helping provide you and your family a valuable income source when you need it the most.

Let's get started by helping you understand your needs.

### Key Questions

Is your income important to you?

Yes  No

Do you currently have a plan that protects your income?

Yes  No

Do you have disability income insurance?

Yes  No

If yes:

- Group/employer provided
- Individual plan

If your disability coverage is an individual plan:

- What's the monthly benefit amount you'd receive?

\_\_\_\_\_

- When do your benefits begin after a disabling event?

\_\_\_\_\_

- How long do your benefits last?

\_\_\_\_\_

If your disability coverage is with your employer:

- Who pays the premiums?

Employer  You

- What's the monthly benefit amount you'd receive?

\_\_\_\_\_

- When do your benefits begin after a disabling event?

\_\_\_\_\_

- How long do your benefits last?

\_\_\_\_\_

- Did you know that any disability benefits you received could be taxed as income?\*

Yes  No

Do you know how much your net benefit would be?

Yes  No

Do you think the benefits you'd receive – either from an individual plan or your employer – would be enough to protect your way of life?

Yes  No

## Let's explore income solutions to help protect you and your family.

### A Lifetime of Earning Income

Your ability to earn an income sets the table for your way of life. Consider how much you'll earn throughout your working lifetime:

Age	Working Years Until Retirement	Annual Income				
		\$50,000	\$75,000	\$100,000	\$150,000	\$200,000
30	37	\$1,850,000	\$2,775,000	\$3,700,000	\$5,550,000	\$7,400,000
40	27	\$1,350,000	\$2,025,000	\$2,700,000	\$4,050,000	\$5,400,000
50	17	\$850,000	\$1,275,000	\$1,700,000	\$2,550,000	\$3,400,000

**Note:** inflation rates not included; assumes retirement age of 67.

### Calculate Your Income and Expenses

A simple exercise to help determine if disability income insurance is right for you is to calculate your income and expenses. Then ask yourself, "If I was unable to work because I was sick or injured and my income stopped, how would I cover my expenses?"

Your Monthly Income \_\_\_\_\_

Your Monthly Expenses \_\_\_\_\_

**Difference** \_\_\_\_\_

How much of the difference would you be willing to set aside each month to protect your income? \_\_\_\_\_

### Disability Income Insurance Benefits Can Add Up

As the chart above showed, a person's income potential over time can be quite impressive. The same concept holds true for the value that disability income insurance provides if you suffer an illness or injury that prevents you from returning to work.

Age of disabling event	Years of disability income insurance protection benefit potential (maximum policy age of age 67)	Total disability income insurance benefits received
32	35	\$2,520,000
42	25	\$1,800,000
52	15	\$1,080,000

**Note:** \$6,000 monthly benefit; inflation rates not included.

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