

Individual Disability Income Replacement

Replaces an individual's income in the event of a disability, either Totally or Partially. Marketplace availability includes Non Cancellable, Guaranteed Renewable, Own Occupation definitions, Transitional Occupation definitions, Specialty Occupation definitions (Doctors).

Multi-Life & Guarantee Issue DI

The two biggest obstacles when selling DI are the premium and the underwriting. Multi-life DI/ Guaranteed Issued cases addresses both of those concerns and makes for a logical and inexpensive way to get the most protection at the lowest cost.

The vast majority of both employees and employers are not educated as to how their group DI works and hence don't realize how under-protected they may be.

Multi-life plans can be started with just three individuals and in some cases are issued at gender neutral rates. Guaranteed Issued plans can be issued at as few as 5 lives. In both cases the policies are individually issued and portable to employees at termination if desired.

Association Marketing For Individual DI

This concept has been used for decades in the medical, dental and attorney markets. An agent who secures approval from a state or local professional association to market discounted DI products to their members stands to benefit in many ways. First and foremost, the discount can range anywhere from 10-45% off retail rates for an identical product making the premium much more palatable. Secondly, the approved agent maintains complete exclusivity and is the only outlet to obtain the discounted coverage!

Like other for profit businesses many associations are always looking for ways to add value to their member base making this a relatively easy approach to the executive director or other leader in the organization.

The qualifying criteria with most of our carriers is that they are state and local chapters as opposed to national in scope, have 100+ members and were not formed strictly for the purposes of getting a discount on insurance products.

Business Overhead Expense Coverage

This type of coverage is a reimbursement contract and is deductible to the business. In the event an owner becomes disabled it will reimburse the following:

- Salaries, fees, wages, benefit payments, employment taxes for employees
- Rent and lease payments on furniture, equipments, premises, etc.
- Utilities Costs, phone, electricity, head, water
- Janitorial and maintenance services costs
- Business insurance premiums for property, liability, malpractice
- Professional trade and association dues
- Business Property taxes
- The greater of depreciation or principal payments on business loans for business property

- Interest on business debt existing on the day a disability happens
- Legal, accounting and similar business fees

Disability Buy-Out Funding

Typically a part of a buy-sell agreement this policy provides funding for business partners to purchase an owner's interest in the business if he or she becomes totally disabled. This coverage makes sure the insured receives fair compensation under the terms of the policy while allowing the other owners to carry on the business. Depending on the business it can either be an entity purchase or a cross sell purchase where the individuals purchase coverage on each other. Premiums are not deductible to the business, however the benefits are not taxable at claim.

Impaired Risk and Graded Benefit Options

Guaranteed Renewable Disability Income Replacement for Individuals with Moderate to Several Medical Impairments. Medical conditions that most traditional carriers will not take, many times can be covered under this solution. Please call as each of these is a case by case determination of coverage.

Retirement Savings Protection

In addition to a traditional Individual Disability Income (DI) insurance policy that helps protect income in the event of a disability, now you can help clients protect their retirement dreams with retirement savings protection.

If your client becomes disabled the carrier pays Individual Disability Income (DI) insurance benefits to an irrevocable trust. The benefits are invested on the insured's behalf until he or she reaches the end of his/her benefit period (after a risk assessment is conducted). At that point, trust assets are available to the client as retirement income.

Business Loan Indemnification

The Business Loan Protection can be a standalone policy or as a rider to a business overhead expense policy. This rider is available for business-related loan obligations that take the form of a term loan, variable rate loan or a commercial mortgage loan.

During a total disability, this rider (available for an additional cost) provides reimbursement coverage for a variety of business-related financial loan obligations, such as:

- Purchase of a practice or existing business
- Purchase of a large piece of equipment
- Expansion of the business or practice
- Facility renovations and improvement
- An increase in working capital or build up of inventory
- Purchase of a building or land

Key Person Coverage

What would happen to your business if a key employee who is critical to the livelihood of the business became totally disabled? You can help protect your business with Key Person Replacement insurance. This policy is an effective way to provide your business with the funds necessary to help handle the loss of a key employee and recruit and train a replacement. Here is how it works:

1. The employer pays the premium and is the owner of the policy insuring the key employee in the event of a Total Disability.

2. If the key employee becomes Totally Disabled, the employer receives benefits, generally tax-free. These benefits cannot be assigned to the key employee.

Group Coverage (Small and Large Groups)

Includes group life, Short-term DI, and Long-term DI, benefits are usually taxable to the employees and are capped at a certain dollar amount depending on the makeup and salaries of the group. Pricing will also be dependent on claims experience if changing providers.

Critical Illness

Do you have clients that will not qualify for traditional income protection (DI), due to being new in their respective business (less than 2 years), or they do not show enough net income to qualify? CI may be a great alternative. Critical Illness insurance pays an up-front cash benefit upon diagnosis (as defined by the policy/certificate) of a covered critical illness. And best of all, how the client uses the money is completely up to them.

They can....Pay off their mortgage ... hire some help around the house ... take their family on vacation so they can spend some time together. Whatever they feel is most important. They have the choice..

High Limit/Specialty Occupations/Foreign Travel Health Policies/ Kidnap & Ransom Insurance/Top Hat Programs, etc.

Please call as each of these is a case by case determination of coverage.

Who fits where? Why are there so many choices?

Not every company excels in every area. Just because a company offers a product does not necessarily mean that they intend to make it competitive in all arenas. It is our commitment to be product experts so our brokers and financial advisors don't have to. We constantly evaluate available products and our commitment to the brokerage community is to supply the most competitive proposals based on ANY situation.



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