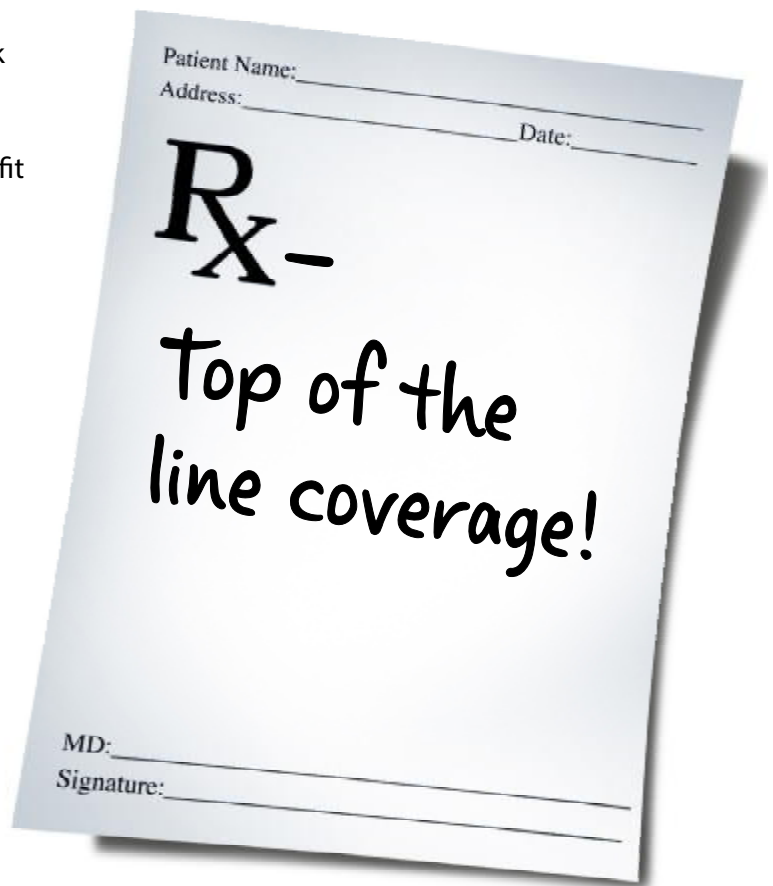


Major 2018-1 Update! RWM has arranged a 20% to 45% premium discount with a top carrier for an individual Disability/salary replacement policy.

# DI for Doctors: The Must-Have Policy Feature Checklist

- Does your plan have a "true own occupation" definition?
- Does your plan have "specialty specific" language in the contract?
- Does your plan offer mental disorder coverage for the entire benefit period?
- Is your plan non-cancellable and guaranteed renewable?
- Does your plan have a complete partial/residual disability feature?
- Does your plan pay benefits if you lose income while taking time away from work to care for a loved one?
- Does your plan pay the full monthly benefit amount for all partial disability claims during the first six months?
- Does your plan pay survivor benefits to a beneficiary?
- Is your plan fully portable so you can take it with you when you change employers?
- Are you eligible for a discount?



**DI Done Right**

4444 ZION AVENUE • SAN DIEGO, CA 92120  
800-898-9641 • [www.diservices.com](http://www.diservices.com)

disability  
insurance  
services **dis**

©2015 Disability Insurance Services, Inc.

RWM 925-254-4600 [Broker@RWMinsurance.com](mailto:Broker@RWMinsurance.com)

# LONG TERM DISABILITY INSURANCE COMPARISON

Policy Provision		Kaiser Permanente (thru Cigna)	Individually Underwritten Disability Insurance
1	Portability	<b>No.</b> Coverage ends, certificate void upon departure, contract owned by employer.	<b>Yes.</b> Contract owned by employee, guaranteed non-cancelable and renewable.
2	Full Own Occupation Definition of Disability	<b>No.</b> Own Occupation for 0 or 5 years, then Any Occupation.	<b>Yes.</b> Own Occupation throughout the duration of the Benefit Period.
3	Specialty Specific	<b>No.</b> Specialty not recognized	<b>Yes.</b> Specialty recognized.
4	Full Mental & Nervous Coverage	<b>No.</b> 24 Month limitation	<b>Yes.</b> No limitation. *
5	Disability Benefit Monthly Payment (Fully Disabled)	The lesser 50% <sup>1</sup> or 60% <sup>2</sup> of prorated Covered Earnings. Maximum Monthly Benefit \$16,667 <sup>1</sup> or \$20,000 <sup>2</sup> .	Maximum Monthly Benefit up to \$17,000, likely higher benefit available in future years.
6	Disability Benefit Payment (Partial / Residual)	Minimum payment \$100 per month.	Minimum payment 50% of the total Monthly Benefit.
7	Full Benefits Paid (Coordination of Benefits)	<b>No.</b> Reduced by benefits received from any other income benefits (Federal, State, Retirement, etc.).	<b>Yes.</b> No benefit reductions.
8	Cost of Living (Increases benefits payable while on claim)	<b>No.</b> Not available.	<b>Yes.</b> Rider increases annual benefit payments based on changes in Consumer Price Index.
9	Benefit Payment Taxation	<b>Taxable</b> - if premiums paid by employer.	<b>Tax Free</b> - since premiums paid by employee.
10	Bonus or Commission Income Coverage	<b>No.</b> Base pay only considered.	<b>Yes.</b> All pay considered.
11	Elimination Period - Choice (days disabled before benefits start)	<b>No.</b> Must be 180 days.	<b>Yes.</b> Choose 30, 60, 90, 180 or 365 days.
12	Benefit Period - Choice (How long benefits are paid when disabled)	<b>No.</b> Must be to age 65.	<b>Yes.</b> Choose 2, 5, 10 years, or to age 65, 67 (less years cost less).
13	Automatic Increase (as pay increases)	<b>Yes.</b> But also automatically decreases if lower pay.	<b>Yes.</b> Option automatically raises monthly benefit by a fixed % each year, regardless of pay changes.

\* Full Mental & Nervous available with selected carriers    <sup>1</sup>= Option 1    <sup>2</sup>= Option 2

# LONG TERM DISABILITY INSURANCE **EXPLANATION**

<b>Policy Provision</b>		<b>Simplified Explanation of Policy Provisions</b>
1	Portability	Coverage can be taken with you after any employment ends. So you own a noncancelable and guaranteed renewable contract (premium rates will never be increased and coverage always the same while policy is in force).
2	Full Own Occupation Definition of Disability	Own Occ: The period of time (typically age 65/67) a claimant is permitted to return to another occupation & still receive a full benefit. Pays if a claimant returns to another occupation.
3	Specialty Specific	Pays full benefits if unable to work in a recognized Specialty occupation.
4	Full Mental & Nervous Coverage	No 24 month limitation on Mental or Nervous Disorders.
5	Disability Benefit Monthly Payment (Fully Disabled)	The total of base benefits (+ Social Security Benefit Income if any).
6	Disability Benefit Payment (Partial / Residual)	A % of benefits are paid, based on a % of lost earnings (i.e. 50% loss of earnings = 50% benefit). There is a minimum monthly payment, typically 50% of the total Monthly Benefit for a specified time period.
7	Full Benefits Paid (Coordination of Benefits)	Payment not reduced by benefits received from any other income benefits (Federal, State, Retirement, etc. (Like Social Security, state disability, and Workman's Compensation.)
8	Cost of Living (Increases benefits payable while on claim)	A rider that increases annual benefit payments after 365 days of claim based on changes in Consumer Price Index.
9	Benefit Payment Taxation	Taxable if premiums paid by employer. Tax Free if premiums paid by employee. Can be combination.
10	Bonus or Commission Income Coverage	All pay considered (except stock options).
11	Elimination Period - Choice (days disabled before benefits start)	The period of days a claimant must wait prior to accruing benefits. Usually choice of 30, 60, 90, 180 or 365 days.
12	Benefit Period - Choice (How long benefits are paid when disabled)	The duration of time in which benefits are paid. Choose 2, 5, 10 years, or to age 65, 67 (less years cost less).
13	Automatic Increase (as pay increases)	Increases the policy's basic monthly benefit by a fixed % each year without evidence of insurability (automatically decreases if lower pay). Option may automatically raise monthly benefit, regardless of pay changes.

\* Full Mental & Nervous available with selected carriers



# Income Protection for Doctors

## Why A Second Opinion Is Essential

### You've invested a great amount to get where you are.

2014 median cost of attendance for a 4 year medical school.<sup>1</sup>

PUBLIC: \$218,898
PRIVATE: \$286,806



### You may have a huge amount of debt to pay back.

**79% percent** of medical school graduates carry \$100,000 or more of medical school debt.<sup>2</sup>

### You have a lot of earning power on the line.

In 2013, doctors earned between **\$176,000** and **\$413,000** annually – more than most other professions.<sup>3</sup>



### You'll probably be working a lot of extra hours.

The U.S. faces an estimated shortage of **90,000 doctors** by 2025.<sup>4</sup>

### Disability occurs frequently. You see it firsthand.



Just **1 in 4** of today's 20 year olds will become disabled before they retire.<sup>5</sup>



Approximately **90%** of disabilities are caused by illnesses rather than accidents.<sup>6</sup>

### Many doctors are underinsured when it comes to income protection.

- Limits have not been adjusted for incomes that increase over time.
- Private practices are not protected by business overhead expense insurance, key person insurance or other smart tools.
- Staff members could benefit from voluntary or multi-life income protection products.
- Coverage may be lacking correct features to maximize your protection.

1, 2: [AMAinsure.com](http://AMAinsure.com)

3: [Medscape Physician Compensation Report 2014](#)

4: [Washington Post](#)

5: Social Security Administration, Fact Sheet March 18, 2011

6: Council for Disability Awareness, Long-Term Disability Claims Review, 2011

**DI Done Right**

4444 ZION AVENUE • SAN DIEGO, CA 92120  
800-898-9641 • [www.diservices.com](http://www.diservices.com)

disability  
insurance  
services **dis**