

Disability Income Product Comparison Grid



You've decided that disability insurance (DI) is an appropriate fit for the needs of your client - now it's time to determine which carrier offers the product that best suits his or her income protection needs. We have designed the following DI product comparison grid to provide a quick overview of each carrier's primary market focus, available product and plan types and some basic information surrounding occupations that each carrier will insure.

DISABILITY INCOME CARRIER	ASSURITY	ILLINOIS MUTUAL	MUTUAL OF OMAHA	PRINCIPAL	THE STANDARD	LLOYD'S OF LONDON
PRIMARY MARKET FOCUS	Blue/Gray Collar Small Business Owners Middle Income White Collar	Blue/Gray Collar Business Owners Middle Income White Collar	Blue/Gray Collar Middle Income White Collar <i>(Exec/Small Business Owners)</i>	White Collar/Professional Business Owners	White Collar/Professional Business Owners	Excess DI Impaired Risk Sub-Standard Occupations
PRODUCT TYPE	Traditional DI	Traditional DI	Traditional DI	Traditional DI	Traditional DI	Traditional DI Excess Coverage Unique Situations and Coverages
AVAILABLE PRODUCTS	Individual LTD ¹ Graded Benefit LTD Business Overhead Expense Individual Mortgage DI	Individual DI Business Overhead Expense	Individual Short Term <i>Accident Only and Accident and Sickness</i> Long Term Accident and Sickness Business Overhead Expense	Individual LTD Business Overhead Business Loan Protection ² Disability Buy-Out Keyman Retire Secure	Individual DI Business Overhead Expense Business Equity (Buy/Sell Funding)	Individual LTD Business Overhead Buy/Sell Funding Loan Indemnification Contract Indemnification Severance Key Person Business Aviation
PLAN TYPE	Guaranteed Renewable*	Guaranteed Renewable* (age 67) Conditionally Renewable (age 75)	Guaranteed Renewable*	Non-Cancellable (<i>Non-Can</i>)	Guaranteed Renewable* <i>Non-Can Policy Rider Available</i>	Term Disability Income
ISSUE AGES	18 - 60	18 - 60	18 - 61	18 - 60	18 - 64	0 - 70
AGE TYPE	Age Nearest	Age Last Birthday	Age Last Birthday	Age Last Birthday	Age Last Birthday	Age Last Birthday
MINIMUM ANNUAL EARNED INCOME	\$14k	\$7.2k	\$15k	\$15k	\$15k	\$40k
OCCUPATION CLASSES³	Occupation Classes are Specific to Each Carrier <i>Please reach out to the Tellus Disability Solution Center to get more detailed information based on the occupations of your clients.</i>					
ISSUE AND PARTICIPATION LIMIT⁶	\$6k - \$9k	\$8k - \$10k	\$5k - \$10k	\$8k - \$35k	\$10k - 30k	\$200k+ per month
ELIMINATION PERIOD (days)	30, 60, 90, 180, 365	IDI: 30, 60 ⁴ , 90 ⁵ , 180, 365, 730 ² Business Expense: 30, 60 ⁴ , 90	0, 7, 14, 30, 60, 90, 180, 365	30, 60, 90, 180, 365	60, 90, 180, 365	30, 60, 90, 120, 180, 365
BENEFIT PERIOD (years)	1, 2, or 5 (up to age 65)	Short Term (months): 3, 6, 12, 24 Long Term: 2, 5, 10 to age 67	Short Term (months): 3, 6, 12, 24 Long Term: 2, 5, 10 to age 67	2 or 5 (up to ages 65, 67, or 70)	2, 5, or 10 (up to age 65)	12, 24, 36, 48, 60, 72, 84 120 - Bank Loan Only

Contact Jeff Ellis to learn more about designing the appropriate income protection plan for your client.

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¹Long Term Disability

²Not available in all states

³Occupation classes are carrier specific, reach out to the Tellus DI Solution Center or check the Tellus website for more information

⁴All guarantees subject to the terms and conditions of the contract at time of issue and to the claims paying ability of the issuing insurer.

⁵KS requires 60 day elimination period

⁶NJ and RI require 90 day elimination period for IDI

⁷Maximum issue limits and other IDI maximum participation limits are carrier and occupation class specific, reach out to the Tellus DI Solution Center for specific maximums based on your client's situation

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