

GROUP/MULTI LIFE HIGH LIMIT DISABILITY

***Guaranteed Issue,
Simplified Issue
and
Multi Life Issue
Programs***



*A Plan for Supplemental Disability Insurance **Beyond** the Traditional Limits of Group LTD and Individual Disability Wraps*

*Now you can easily accommodate Excess high limits for group carve outs with available monthly benefits **as high as \$50,000 or more** in addition to their current coverage*



PETERSEN INTERNATIONAL UNDERWRITERS

Lloyd's Coverholder

Telephone (800) 345-8816

E-Mail: piu@piu.org Website: www.piu.org

*Executive Groups
Physician Groups
Attorney Groups
CPA Groups
Most Groups Considered*



GROUP/MULTI LIFE HIGH LIMIT DISABILITY

GUARANTEED ISSUE PLAN (MANDATORY PLAN)

Policy Form: HLD100107 - Executive 400 / Physicians & Surgeons

Issue Limit: \$50,000 per month

Participation Limit: 65% of previous year's income

Policy Term: 3 year term for insured's age 18-59
1 year term for insured's age 60 and over

Benefit Periods: Up to 60 months for insured's age 18-59
Up to 36 months for insured's age 60 and over

Minimum Participation: 10 or more

Underwriting Requirements: 10 - 50 participants - 3 years of group experience
51 - 99 participants - 2 years of group experience
100 or more - 1 year of group experience

Pre-Existing Conditions: A condition, disease or injury for which medical advice, diagnosis, care or treatment, including the use of prescription medication was recommended by or received from a licensed health care practitioner during the 12 months immediately preceding the effective date until which time the insured has been covered under this plan for 12 months.

Highlights:

Own Occupation Definition

Optional Residual Disability Rider

Optional COLA Rider

Presumptive Disability

Transplant Benefit

Recurrent Disability

Automatic Benefit Increases

GUARANTEED ISSUE PLAN (VOLUNTARY PLAN)

Policy Form: HLD100107 - Executive 400 / Physicians & Surgeons

Issue Limit: \$50,000 per month

Participation Limit: 65% of previous year's income

Policy Term: 3 year term for insured's age 18-59
1 year term for insured's age 60 and over

Benefit Periods: Up to 60 months for insured's age 18-59
Up to 36 months for insured's age 60 and over

Minimum Participation: 30% of eligible employees

Minimum Eligible Group Size: 50

Underwriting Requirements: 2 years of group experience or short form application on each eligible employee.

Pre-Existing Conditions: A condition, disease or injury for which medical advice, diagnosis, care or treatment, including the use of prescription medication was recommended by or received from a licensed health care practitioner during the 12 months immediately preceding the effective date until which time the insured has been covered under this plan for 12 months.

Highlights:

Own Occupation Definition

Optional Residual Disability Rider

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This is not intended to be a complete outline of coverage.

Actual wording may change without notice.



GROUP/MULTI LIFE HIGH LIMIT DISABILITY

MULTI LIFE PLAN (VOLUNTARY PLAN)

Policy Form: HLD100107 - Executive 400 / Physicians & Surgeons

Issue Limit: \$50,000 per month

Participation Limit: 65% of previous year's income

Policy Term: 3 year term for insured's age 18-59

1 year term for insured's age 60 and over

Benefit Periods: Up to 60 months for insured's age 18-59

Up to 36 months for insured's age 60 and over

Minimum Participation: 5

Underwriting Requirements: application and confidential financial statement

Pre-Existing Conditions: A condition, disease or injury for which medical advice, diagnosis, care or treatment, including the use of prescription medication was recommended by or received from a licensed health care practitioner during the 12 months immediately preceding the effective date until which time the insured has been covered under this plan for 12 months.

Highlights:

Own Occupation Definition

Optional Residual Disability Rider

Optional COLA Rider

Presumptive Disability

Transplant Benefit

Recurrent Disability

Automatic Benefit Increases

SIMPLIFIED ISSUE PLAN (MANDATORY OR VOLUNTARY PLAN)

Policy Form: HLD100107 - Executive 400 / Physicians & Surgeons

Issue Limit: \$50,000 per month

Participation Limit: 65% of previous year's income

Policy Term: 3 year term for insured's age 18-59

1 year term for insured's age 60 and over

Benefit Periods: Up to 60 months for insured's age 18-59

Up to 36 months for insured's age 60 and over

Minimum Participation: 5

Underwriting Requirements: application and confidential financial statement

Pre-Existing Conditions: A condition, disease or injury for which medical advice, diagnosis, care or treatment, including the use of prescription medication was recommended by or received from a licensed health care practitioner during the 12 months immediately preceding the effective date until which time the insured has been covered under this plan for 12 months.

Highlights:

Own Occupation Definition

Optional Residual Disability Rider

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Presumptive Disability

AUTOMATIC BENEFIT INCREASES

An endorsement to Guaranteed Issue, Simplified Issue and Multi Life Plans

With this endorsement attached to a policy the insured may elect to increase his/her coverage up to 65% of their previous 12 month income, provided this increased income can be documented, not to exceed the policy maximum of \$50,000 per month. The additional premium for the increased amount will be pro-rata of the current premium.

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GROUP/MULTI LIFE HIGH LIMIT DISABILITY

WHY GROUP HIGH LIMIT

Because so many highly compensated employees have been denied adequate and reasonable amounts of disability insurance, we have designed the "Group/Multi Life High Limit Disability Plan". It is designed to be used once the traditional markets have maxed out or may not wish to consider the risk for other reasons. Sound financial planning begins and ends with income planning. Proper income planning is impossible without adequate amounts of disability Insurance.

Most State insurance laws still provide for the segregation of classes of employees within an organization. Therefore it is possible to develop a basic Group LTD plan for the entire firm and supplemental coverage for the highly compensated employees. Typical LTD plans will cover 66% of income with a maximum cap of \$10,000 or perhaps \$15,000 per month. Group LTD plans typically do not cover bonus income or other compensation above salary. If the maximum cap is \$15,000 per month, then all those employees in the firm who earn more than \$275,000 annual income are being denied adequate disability income replacement coverage.

If a firm has more than 5 employees in a high income category, then a simplified approach to insuring these employees may be considered. Under 5 employees we are happy to consider on an individual basis. With Guaranteed Issue available for firms with 10 or more eligible employees, the complications of individual underwriting have been solved.



Benefits higher than the published guidelines can also be considered for the eligible group or individually carved out. For an example a firm may have 10 employees who are eligible for \$50,000 per month of additional supplemental disability coverage and then they may have another two employees who may be eligible for benefits beyond this level. We can look at those two employees with a few additional underwriting requirements and provide as much as an additional \$100,000 or more in monthly benefits.

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