

TAKE THE CASE OF



Personal Disability - Mr. C.

A hospital group was dissatisfied with benefits their Group Long Term Disability Insurance (Group LTD) carrier offered to their CEO. The Group LTD carrier restricted the coverage due to Mr. C's age. Based on the CEO's income, the Group LTD carrier was only able to cover 14% of his compensation, and the benefit period was limited to age 65.

In addition to the age and coverage limitations, Mr. C. has a history of mental health problems which caused individual carriers to decline his application.

The hospital group decided to carve-out Mr. C. from the Group LTD and turn to Petersen International Underwriters for a specialty disability insurance plan. After Mr. C. completed underwriting, he was approved for a five year policy term with \$41,544 of monthly benefits payable to his 70th birthday. The hospital group was able to get Mr. C. 60% income replacement to mirror the benefits of the rest of the hospital staff.

Applicant:	Mr. C.
Age:	63
State:	California
Occupation:	CEO
Income:	\$830,000
Reason:	Age & M/N
Policy Term:	5 Years
Elimination:	90 Days
Monthly Ben.:	\$41,544
Benefit Period:	To Age 70
Optional Rider:	Residual
Optional Rider:	COLA



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