

## Disability Income (DI) Summary

Why wouldn't you insure your most valuable asset, your ability to earn an income? While most attorneys do, the question remains...**Do you have enough and the right kind of coverage?**

Most attorneys have a base of group insurance purchased through their firm or a national or state association. These group products are inexpensive but limited in how they define disability and the amount of coverage you can purchase. **Supplementing your group insurance** with an individual policy, offering up to 100% income replacement if you suffer a catastrophic disability, upgraded definitions of disability and guaranteed premiums and policy provisions is a very good business decision.

The Principal Life Disability Income program offers association members the following benefits:

1. Coverage may be available on a **Simplified Issue basis** (no paramed exams or blood tests, depending on age and the amount of coverage for which you apply). For details of the Simplified Issue Program, close this document and then click the *What is Simplified Issue?* link, located under *Additional pertinent articles and/or program information*.
2. A **10%** association premium discount for all members (except CA). The discount is **increased to 20%** and coverage is issued at **unisex rates** (same rates for men and women, saving women an additional 25% to 33% in premium) in firms where 3 or more people purchase a policy.
3. Your-Own Occupation definition for **Total disability**. If you are deemed totally disabled from your occupation, it is your choice, not the insurance company's, to work in another occupation.
4. If due to a partial disability you experience a loss of income, you may qualify for benefits under the **Residual rider**.
5. Premiums and definitions are **guaranteed** until age 65, even if you leave the association or change professions.
6. If you qualify financially, you may insure up to 100% of your income using the **Catastrophic Disability Benefit (CDB)** (not available in CA or CT).
7. If you experience a total and irrecoverable loss of use of two limbs, speech, hearing in both ears or sight in both eyes, benefits are payable under the criteria of the **Presumptive Disability Benefit**.
8. Benefits for Mental and Nervous disorders (including stress) are **payable to age 65** (except in CA, FL, NV, LA).
9. Other riders available:
  - a. Future Benefit Increase (FBI): protects your benefit against inflation prior to a disability and allows you to increase up to \$500 of monthly benefit. Included in the SI offer.

- b. Benefit Update Rider (BUR): allows you to increase your monthly benefit based on your earnings every 3 years, with no cap on the amount. Does require full medical underwriting.
- c. Cost of Living Adjustment (COLA): protects your benefit against inflation after you have been disabled for 12 consecutive months. Does require full medical underwriting.

For a personalized premium quote and complete summary of policy benefits, including the actual policy definitions, return to the home page and click on the **Request a Quote** button or call Disability Specialists, Inc. (DSI) at (888) 279-8348 (7:00 am – 4:00 pm Mountain Time) and identify yourself as an association member.