COST-EFFECTIVE STRATEGIES FOR DISABILITY INSURANCE

MAXIMIZING COVERAGE AND SAVINGS THROUGH POLICY STACKING

WHY CONSIDER STACKING?

- Explanation of how it works (see attached spreadsheet)
- Benefits of using multiple policies
- Long Term Disability (Our Legacy DI product) with Short Term Disability fill-in (Our new SIDI product)
- Set up Different Elimination Periods
- Save on Premium costs in the long run

COST EFFICIENCY

- Stacking policies can lower premiums
- 1 policy (Cadillac version) v multiple DI policies
- Comparison of premium structures based on 1- and 2-year elimination periods

ENHANCED COVERAGE FEATURES

- Combining different riders and policy periods
- Customizing coverage to fit unique needs
- Eliminate or Reduce the waiting period on Long Term plans

LONG-TERM BENEFITS

- Flexibility in future increases
- Ensuring consistent coverage as income grows

CASE STUDY EXAMPLES

- Hypothetical scenarios with numbers
- Comparison of single disability policy vs. stacked DI policies

This spreadsheet consists of a 2-yr elimination period and a1-yr elimination period

Prospective Client	Policy Count	Policy specifics		Monthly Premium	Monthly Savings
M/25, Carpenter, $60k, w-2	1 Policy (Cadillac)	TA67/30DAY/$3K, GIO ($600), ROP, RIB, ADL (TA67 $2K), 5yr Pure, EXT TA67, RES, COLA, MNA	$250.19	$250.19	
	2 Policies	2yr/30day/$3k, GIO ($600), ROP, RIB, ADL (2yr $1500), 2yr Pure, RES, MNA	$84.49	$104.96	$146.23
		TA67/730day/$1500, GIO ($600)	$20.47		
	3 Policies	2yr/90day/$3k, GIO ($600), ROP, RIB, ADL (2yr $1500), 2yr Pure, RES, MNA	$67.85	$188.98	$61.21
		TA67/730day/$1500, GIO ($600)	$20.47		
		SIDI 3mo, 14/14, $3k	$100.66		
F/25, Dental Hygienist, $60k, w-2	1 Policy (Cadillac)	TA67/30DAY/$3K, GIO ($600), ROP, RIB, ADL (TA67 $2K), 5yr Pure, EXT TA67, RES, COLA, MNA	$282.23	$282.23	
	2 Policies	2yr/30day/$3k, GIO ($600), ROP, RIB, ADL (2yr $1500), 2yr Pure, RES, MNA	$78.78	$98.98	$183.25
		TA67/730day/$1500, GIO ($600)	$20.20		
	3 Policies	2yr/90day/$3k, GIO ($600), ROP, RIB, ADL (2yr $1500), 2yr Pure, RES, MNA	$63.10	$171.71	$110.52
		TA67/730day/$1500, GIO ($600)	$20.20		
		SIDI 3mo, 14/14, $3k	$88.41		

Rider KEY:	
ADL	Activities of Daily Living Rider
COLA	Cost of Living Adjsutmetn Rider
GIO	Guarnateed Insuraboity Option
MNA	Mental, Nervous, Alcoholism Rider
5 Yr/age 67 Own	Own Occupation Rider
2/5 Yr Pure	Pure Own Occupation Rider
ROP	Return of Premuim Rider
RIB	Retroactive Injury Benfit Rider
RES	Residual Disability Benefit Rider

CONCLUSION

Summary of key points

- Locks in lower costs early
- Provides budget flexibility to add or reduce coverage later
- Expands future insurability options
- Can result in a less expensive DI premiums over time than choosing one large policy at an older age