

# Welcome to our DIAM 2023 Webinar Series

## Disability Insurance: For Anyone Who Works



Welcome to today's call:

**Add Security to Your Business Owner  
Clients with Disability Insurance Policies**

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## Disability Insurance: For Anyone Who Works



Join our webinar series Wednesdays in May at 2 p.m. ET

**May 17 — Add Security to Your Business Owner Clients with Disability Insurance Policies**

**May 24 — Protect Your Clients' Brokerage Accounts and Income**

**May 31 — Do You Have Excess Lines Prospects?**

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# DI Carriers

A special thanks to the carriers on today's call:



**Joseph Boland**

IDI Sales Consultant



**Josh Lubas,**

**CLTC, ALHC**

Disability Leader



**Josh Potvin**

Sr. Disability Sales Manager  
New England



**Alexander**

**Costa**

Internal Sales Consultant



**Jake Reynolds**

Internal Sales Consultant



# Topics

- DI for business owners and employees
- Business overhead expense and disability buy-out
- Business loan protection, key person, and Retire Secure
- Hanleigh for business solutions

# Presenter



**Joseph Boland**

IDI Sales Consultant



# DI for Business Owners and Employees

Why is income protection important for business owners? Employees?

# Quiz

What percent of today's 20-year-olds will become disabled before they retire?

- **15%**
- **25%**
- **35%**



# Answer

**25%** of today's 20-year-olds will become disabled before they retire.

Source: Council for Disability Awareness, 2021



# Did you know?

A 25-year-old has a **58%** chance of becoming disabled for three months or longer before age 65.\*

\*Source:  
Simply Insurance, U.S. Disability Insurance Statistics 2020



# Presenter

**∴ MassMutual**  
Strategic Distributors



**Josh Lubas, CLTC, ALHC**  
Disability Leader

# Business Overhead Expense

What are some of the commonly covered business overhead expenses?



# Quiz

How long is the average long-term disability claim?

- **14.6 months**
- **24.6 months**
- **31.6 months**

# Answer

# 31.6 months

is the average duration of long-term disability claim.

\*Source: DisabilityCanHappen.org/disability-statistic, 2020



A photograph of a business meeting. In the foreground, a person in a dark suit jacket is holding a pen over a document. In the background, another person is looking at a document. The scene is brightly lit, suggesting a window nearby.

# Disability Buy-Out

Are your clients' buy-sell agreements funded for disability?

# Did you know?

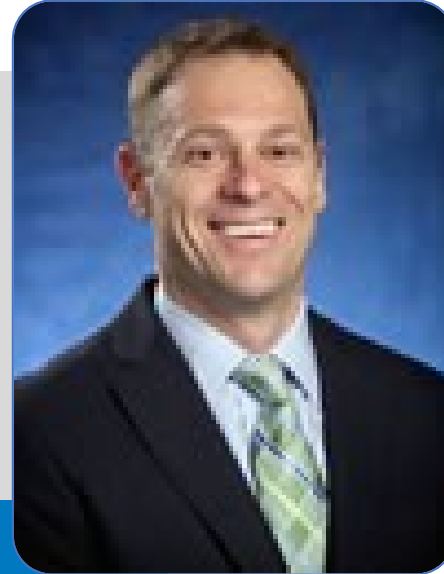
**41%**

Only 41% of employers offer a long-term disability insurance benefit.\*

\*Source: LIMRA, Disability Insurance Awareness Month Facts, 2020



# Presenter



**Josh Potvin**

Sr. Disability Sales Manager–New England

# Business Loan Protection

What are strategies to sell  
business loan protection to  
my clients?

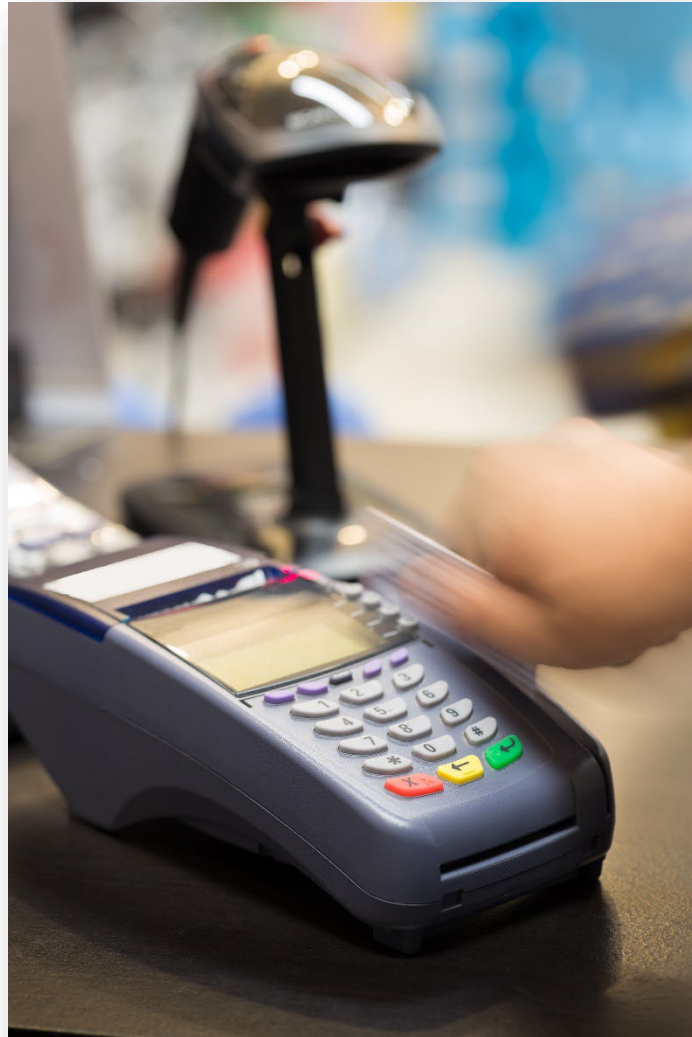


# Quiz

Most income earners spend what percentage of their normal cash flow each month?

- **35 - 45%**
- **55 - 65%**
- **65 - 75%**

# Answer



**65 - 75%**

is what most income  
earners spend of their  
normal cash flow.

\*Source: Simply Insurance, U.S. Disability Statistics 2020

# Key Person

What could happen to a business if a key person becomes disabled?

# Retire Secure

How does the  
Retire Secure product  
benefit my clients?

# Did you know?

**51%**

of working adults in the U.S. don't have disability insurance other than what is available from Social Security.

\*Source: [DisabilityCanHappen.org/disability-statistic](https://DisabilityCanHappen.org/disability-statistic), 2020



# Presenter



**Alexander Costa**

Internal Sales Consultant



# Presenter



**Jake Reynolds**

Internal Sales Consultant

# Hanleigh for Business Solutions

Have life business cases that were declined?



## Did you know?

**48%**

of working adults indicate they have enough savings to cover three months of living expenses in the event they are not earning an income.

Source: DisabilityCanHappen.org, Disability Statistic, 2020

# Questions?



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## DIAM 2023



**Contact us to get started  
on a case!**

**Crump DI Solution Center**  
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