Welcome to our DIAM 2023 Webinar Series Disability Insurance: For Anyone Who Works



May 10 — Cross-Selling DI to Safeguard Your Clients

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:



Josh Lubas, CLTC, ALHCDisability Leader



Joseph Boland
IDI Sales Consultant



Katie Lippincott, CLU
Senior Disability Sales Manager











Presenter

*** MassMutual
Strategic Distributors



Disability Leader

MassMutual Strategic Distributors





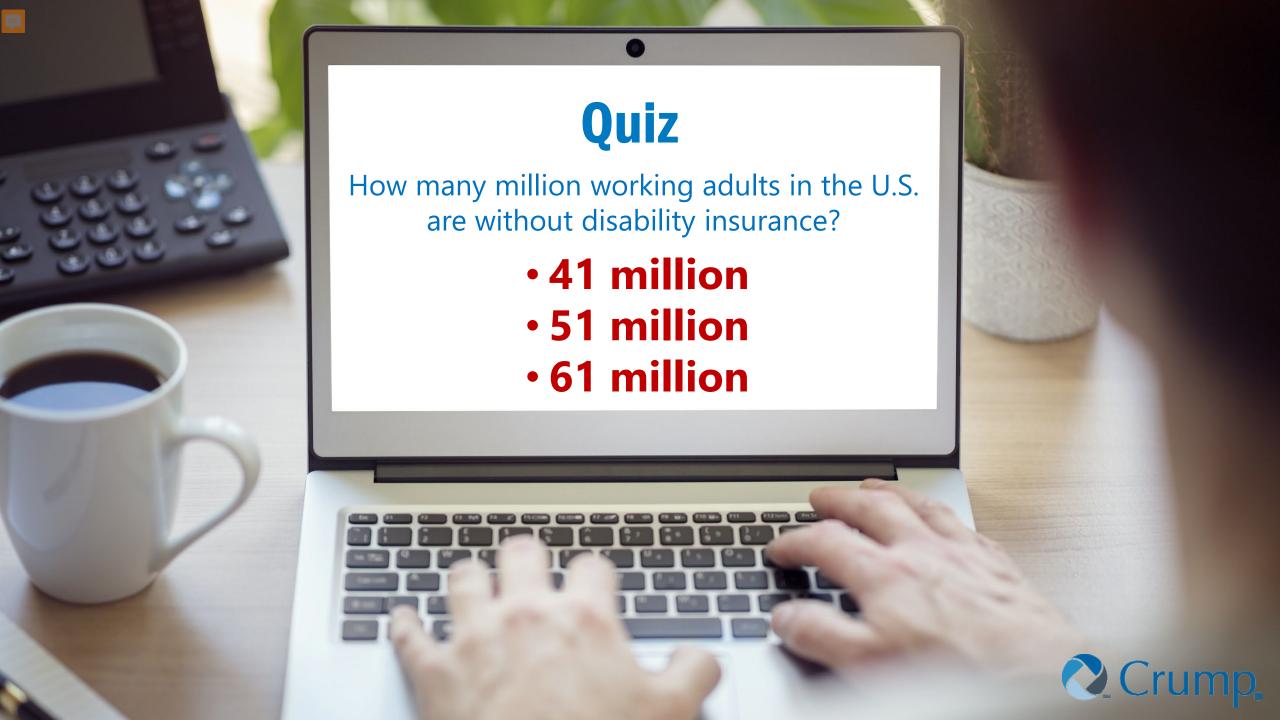


What is DI?

Disability Insurance (DI) is for anyone who works

Why is having DI important for clients?







Answer

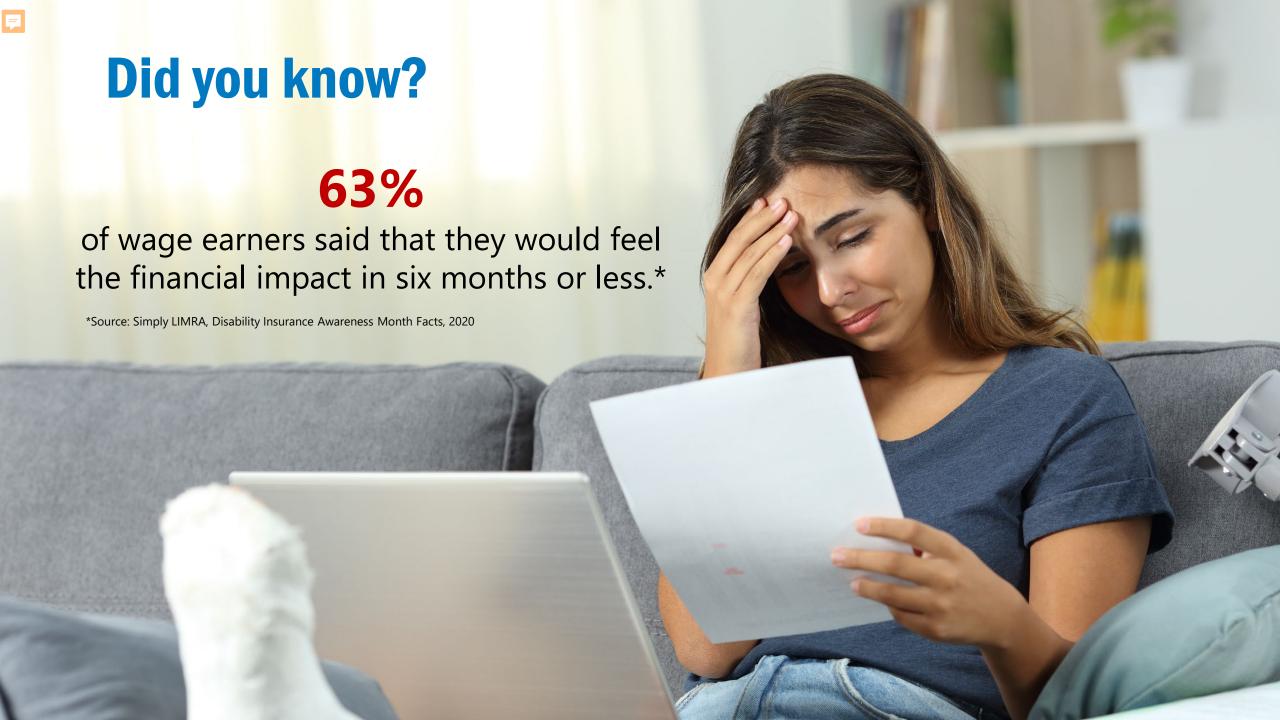
51 million

working adults in the U.S. are without disability insurance.*

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







Presenter







Conversation Starters

What are quick and simple ways to start the income protection conversation?







Answer

375,000

Americans become totally disabled every year, and approximately 110 million Americans don't have long term disability coverage.

*Source: Affordable Insurance Protection, Disability Statistics and Facts, 2020







Presenter



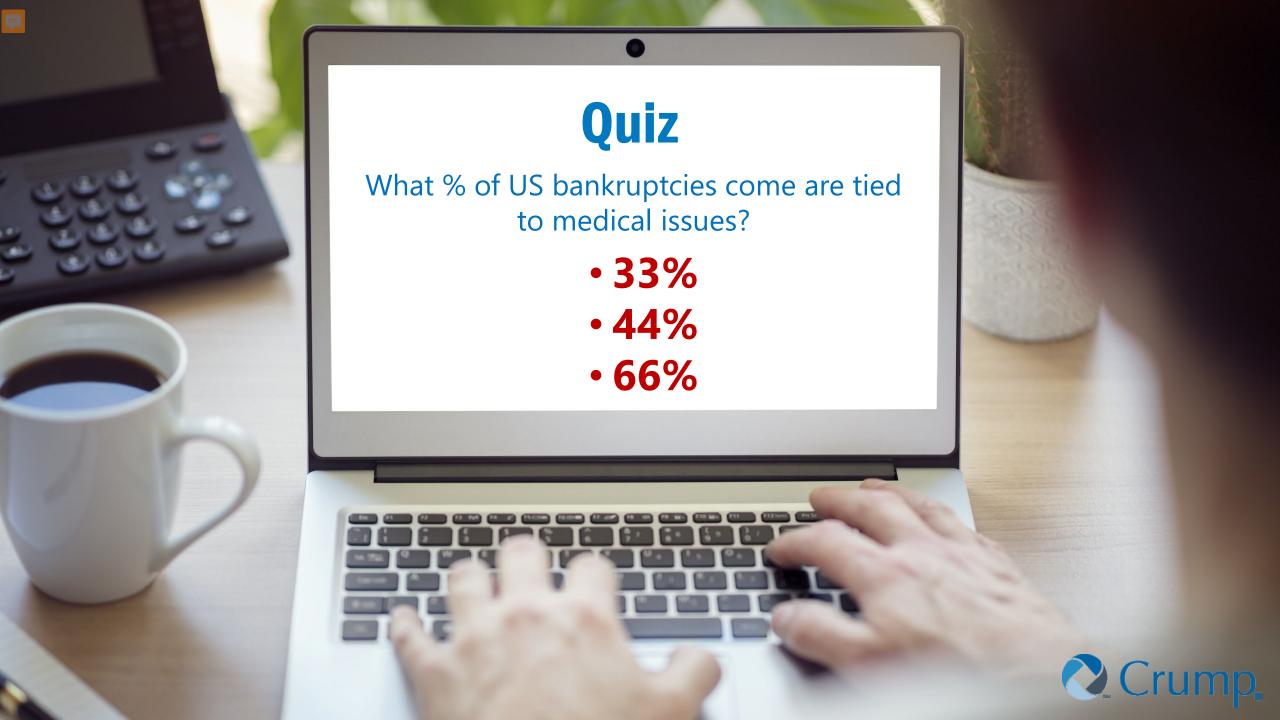




Overcoming Objections

How can I turn objections into opportunities?







Answer

66%

Of all bankruptcies are tied to medical issues.

*Source: American Journal of Public Health Report, 2019







Questions?





Disability Insurance: For Anyone Who Works



DIAM 2023



Contact us to get started on a case!

Crump DI Solution Center

disupportcenter@crump.com 800.582.7785, option 3, option 1

