

# Welcome to our DIAM 2023 Webinar Series

## Disability Insurance: For Anyone Who Works



Welcome to today's call:

**Do You Have Excess Lines Prospects?**

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# DI Presenters

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



**Rick Fitzke**

Director, Special Risks



**Scott Cremens, DIA, DIF**

Director Multi-Life Sales, Special Risks



**Jake Reynolds**

Internal Sales Consultant



# Presenter



**Rick Fitzke**

Director, Special Risks

# Presenter



**Scott Cremens, DIA, DIF**

Director Multi-Life Sales, Special Risks

# Presenter



**Jake Reynolds**

Internal Sales Consultant

# Topics

- **Excess Disability Insurance (DI)**
- **Key Person DI**
- **Business Loan Protection**
- **Guaranteed Standard Issue**
- **Contract Protection Insurance**
- **Athletes & Entertainers**



# Excess DI

**What occupations are a good fit  
for high-limit DI?**



# Did you know?

A man with glasses and a beard, wearing a dark suit and tie, stands behind a woman with long, dark, curly hair wearing a light blue button-down shirt. They are both looking down at a large white document she is holding. The background shows a bright office window with a view of a city.

**58%\***

of employed Americans know very little or nothing at all about disability insurance.

\*Source: "What Do You Know About Disability Insurance?" Life Happens, 2021

# Presenter



**Scott Cremens, DIA, DIF**

Director Multi-Life Sales, Special Risks

# Key Person

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



# Did you know?

**65-75%\***

of normal cash flow for most  
income earners is consumed  
by spending commitments

\*Source: [https://affordableinsuranceprotection.com/disability\\_facts](https://affordableinsuranceprotection.com/disability_facts)

# Presenter



**Scott Cremens, DIA, DIF**

Director Multi-Life Sales, Special Risks

# Business Loan Protection

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



**Did you know?**

**71%\***

of employed Americans would feel a financial pinch in one month or less without a paycheck

\*Source: Life Happens: Summary of Survey Findings for "What Do You Know About Disability Insurance," Life Happens 2021

# Presenter



**Scott Cremens, DIA, DIF**

Director Multi-Life Sales, Special Risks



# Guaranteed Standard Issue\*

**What is GSI?**

**Why would a company want to implement a GSI/executive plan?**

\*Guaranteed issue is done on a case-by-case basis; however, Lloyd's (specifically Hanleigh) requires that the coverage be mandatory for all in that class of employee down to a minimum of three lives. The class could be all considered executives in the company (including owners working full time); if it is a law firm, it could be all partners. Lloyd's can do guaranteed standard issue on supplemental individual DI, or business products such as key person.



# Did you know?

**48%\***

of consumers feel they need disability insurance. Indecision and lack of knowledge are cited as top reasons why they don't buy it.

\*Source: 2021 Insurance Barometer Study, LIMRA and Life Happens

# Presenter



**Jake Reynolds**

Internal Sales Consultant

# Contract Protection Insurance

What are the product features and target markets?

# Presenter



**Jake Reynolds**

Internal Sales Consultant

# Athletes & Entertainers



What are the product differences for these occupations?

# Questions



# Contact us today!



## Crump DI Solution Center

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