



The Income Protector

With executive incomes on the rise and issue limits from standard markets declining, highly-compensated individuals are having a harder time obtaining adequate levels of disability income protection. An executive earning \$750,000 with \$20,000 of monthly group and individual coverage in-force is only insured at 32% of income - some of which may be taxable. **The Income Protector** is designed to provide highly-compensated executives and professionals with the same level of disability protection that is available to their employees. Coverage can be placed on an individual basis or to insure a corporate employment contract.

HIGHLIGHTS:

- ◆ Coverage up to \$250,000 per month
- ◆ Capacity up to \$100,000,000
- ◆ Elimination Periods of 90 and/or 180 Days
- ◆ Residual Benefits Available
- ◆ Own Occupation Protection
- ◆ Monthly Benefits or Lump Sum Benefits

CASE STUDY:

A U.S. manufacturing company implemented a disability plan providing its management staff with 60% replacement to age 65. Using traditional markets, the firm's broker was able to fully cover all but the top five executives. Hanleigh was able to obtain coverage for the remainder of the risk on this group with benefits ranging from \$5,000 to \$36,000 over the standard market placement.

CASE STUDY:

A CEO earning \$1.6M had \$10,000 per month of group long-term disability and carried another \$15,000 per month personally. Via the insurance carrier, Hanleigh was able to obtain an issue of another \$55,000 per month to bring his income replacement level from 19% to 60% of gross income.

FACTOID:

In the U.S., a disabling injury occurs every 1 second, and a fatal injury occurs every 3 minutes*.

*Injury Facts, National Safety Council, 2022

Actual case studies are offered to show how Hanleigh can provide insurance solutions in the specialty marketplace. Results may vary, and this example does not guarantee a similar result.

Hanleigh | [W Hanleighinsurance.com](http://www.hanleighinsurance.com)

2 Waterside Crossing, Suite 403 Windsor, CT 06095 | Toll Free: (800) 443-2922 | Main: (201) 505-1050 | Fax: (877) 722-7518 | info@hanleighinsurance.com

© 2022 Hanleigh operates under the licenses of Hanleigh Management, Inc. and CA License No. 0E67773 Nothing in this communication constitutes an offer, inducement, or contract of insurance. Financial strength and size ratings can change and should be reevaluated before coverage is bound. This material is intended for licensed insurance producer use only. This is not intended for business owner or insured use. If you are not a properly licensed agent and/or broker please disregard this communication. Not all products are available in all US Jurisdictions.