

Supplemental Disability



Ninety percent of the American workforce underestimate their chances of becoming disabled¹

- ❖ **Three in ten** workers entering the work force today will become disabled before retiring, **one in seven** will be disabled for five or more years before retiring
- ❖ Most Americans propose dealing with an income shortfall by spending out of their **savings and investments**, and half of all **personal bankruptcies and mortgage foreclosures** are a consequence of a disability
- ❖ Accidents are NOT usually the culprit for long absences from work. **Back injuries, cancer, heart disease and other illnesses** cause most long-term absences

Most employer Group Long-Term Disability (GLTD) plans cap out between \$7,500 and \$10,000 per month. Individual Long-Term Disability Insurance (IDI) is used as a supplement to GLTD to fill benefit shortfalls. IDI policies are written on a select population of key employees and provide for additional benefits to protect monthly income and safeguard retirement assets.

Employees

- ❖ Protects income of highly compensated employees
- ❖ "Own Occupation" provisions protect employee income by allowing IDI to cover current role income
- ❖ Strong design provisions, eligibility criteria, and benefit levels
- ❖ Often available with guaranteed issue - no medical examinations, no financial documentation

Employers

- ❖ Deductible business expense if employer-paid
- ❖ Flexible & customizable by employee class
- ❖ More efficient than increasing benefits through GLTD
- ❖ Guaranteed premium, guaranteed benefits
- ❖ Great benefit for attracting and retaining talent

Offering solutions with innovative structure, customized design, unique product selection and unparalleled service administration make **TRISCEND^{NP}** the preferred executive benefit provider.

We are pleased to have Executive Benefits Group (EBG) as a strategic partner of TRISCEND^{NP} to support our clients' disability income protection needs. EBG is a process-oriented team of professionals with over 90 years of collective experience and a nationally recognized Income Protection practice.

¹ Taylor, Robert G. "Worker Disability: A Growing Risk to Retirement Security." Council for Disability Awareness: Prevention, Financial Planning, Resources and Information. June 2008. Accessed April 08, 2019. <https://disabilitycanhappen.org/>.