overview:

disability insurance

What will happen to you, your family, your assets — or your business — if you are unable to work? How can a business control costs when a key employee is unable to produce? Disability insurance can provide some protection.

the personal view

what/benefits

- **Provides a replacement of income in the event of illness or injury:**
  - The ability to earn an income is the most important asset that a person has
  - Disability Insurance protects your income earning capabilities, and guarantees an ongoing source of income so you can continue to live comfortably
  - Disability/medical issues are still the #1 source of bankruptcy

who/how

- **Anyone who is employed**
- **Business owners, professionals and self-employed individuals especially need this protection**
- **Those who have coverage through their employers should also review their group plans carefully:**
  - Amount of benefits
  - Length of time benefits will be paid
  - Under what terms benefits will be paid

when

- **The younger the better** (premiums go up significantly as you age)
- **As soon as you have your first job, look into a policy**
- **Medical and dental students can purchase disability insurance while they are in residency**

the business view

what/benefits

- **Provides a continuation of income in the event of an illness or injury:**
  - **For business owners**
  - **For employees**
- **Transfers responsibility of salary continuation for a non-productive employee from the business to a third party: an insurance company**
- **Helps employers define a uniform sick leave/disability policy for employees, reducing the risk of lawsuits**
- **Can fund purchase of a partner's shares in the event of disability** (disability buy-out)
- **Provides funds to pay off loans while a key employee or owner is unable to work** (through disability loan guarantee)
- **Pays ongoing business expenses for a period of time while a key employee is unable to work** (through business overhead rider)

who/how

- **All business owners and employees:**
  - Key employees may be "carved out" for additional benefits
  - Particularly important for professionals and business owners
- **High income earners (such as entertainers, musicians and other specialty occupations) can be protected by specialty programs**

when

- **Ages 18 to 60**

Winning Strategies Group LLC

annuities • life • disability

We provide thoughtful, measured advice on incorporating select insurance products into a person's — or business's — comprehensive financial plan. Financial advisors, accountants and attorneys frequently ask us to collaborate in managing their clients' risks. Our approach is practical, straightforward and, above all, people-centered. Please contact us if you have a question or want to consider purchasing or recommending an insurance product.

Brigitte A. Bromberg
MS, CFP®, CSA

President,
Winning Strategies Group, LLC

Winning Strategies Group LLC
Insurance & Risk Management

181 New Road, Suite 226, Parsippany, NJ 07054 *ph:* 973-244-9499 *fax:* 973-244-9479 *e:* brig@winstrat.com *w:* www.winstrat.com