

Disability Income for Business Owners

A disability can create serious financial hardship for individuals and their families. As a business owner, both your personal and business finances could be at risk. Here are ways Auto-Owners Life Insurance Company provides important coverage to fit specific business owner needs:

- Business Overhead Expense Rider** - Provides funds to reimburse owners for expenses such as salaries, business insurance, operating expenses and other fixed business expenses.
- Business Owner Return-To-Work Rider** - Provides a benefit to the business owner when they are able to recover from a total disability and return to work before the maximum benefit period has been reached.



Why Auto-Owners?

Since 1916, Auto-Owners has operated solely through trusted and valued independent agents. We are a Fortune 500 Company and the 16th largest property/casualty insurance company in the nation. Our products are brought to you through over 6,000 independent agencies serving over 3 million policyholders in 26 states. Auto-Owners continues to strive for “No Problem”[®] claims service.

Auto-Owners Life Insurance Company continues to receive high marks from nationally recognized insurance rating organizations such as:

- *A.M. Best*
- *Weiss Ratings*
- *Ward Financial Group, TPC Benchmark Group*

Note: The analysis of coverage is in general terms and is superseded in all respects by the Insuring Agreements, Endorsements, Exclusions, Terms and Conditions of the Policy. Some of the coverage mentioned in this material may not be applicable in all states or may have to be modified to conform to applicable state law. Some coverages may have been eliminated or modified since the printing of this material.

Disability Income





Disability Income Insurance . . .

Provides money to replace earned income while disabled from sickness or an accident.

Where Will The Money Come From If You Are Disabled?

Many people believe they will be covered by Social Security or workers' compensation if they were to become disabled, but the facts are too great to ignore . . .

- Less than 10% of disabling accidents and illnesses are work-related. The other 90% are not, meaning workers' compensation doesn't cover them.
- Only 35% of workers applying for Social Security Disability Insurance (SSDI) claim payments in 2009 were approved.

Source: Council for Disability Awareness, Long-Term Disability Claims Review, 2010.

Features

- Worldwide, 24-hour-a-day coverage while on or off the job.
- Coverage is guaranteed renewable to age 67.
- Provides a non-coordinated benefit, which means the base benefit you purchase will not be reduced by any other disability benefits you may receive.
- Premiums are waived after disability has lasted 90 consecutive days. Refund will include premiums paid during the 90-day period and premiums due while you are still disabled.
- A partial disability benefit is included at no additional cost.
 - Partial disability must follow a period of total disability for which benefits were paid.
 - Partial disability will equal 50% of the total disability monthly benefit.
- A recurrent disability benefit is included at no additional cost. If disability recurs from the same or related causes, it will be deemed a continuation of the previous disability unless you have been actively at work for 6 months or more.

Find out how you can save with Auto-Owners Insurance! Ask your agent how you can become eligible for a Multi-Policy Discount.

Coverage Options

Benefit Amount

The minimum monthly benefit amount that can be purchased is \$500 per month. The maximum is \$10,000, subject to occupation and net annual income.

Benefit & Elimination Period *(Some options may not be applicable in all states.)*

Benefit Periods

- 2 Years 5 Years To age 67

Elimination Periods

- 30-days 60-days 90-days 180-days 365-days

Optional Coverages

- 3% Cost of Living Increase** – Provides for adjustments to the amount of the monthly benefit for disability payable to the insured.
- First Day Hospital Confined** – Provides payment for total disability during the elimination period if you are confined to a hospital due to your total disability.
- Guaranteed Insurability** – Provides the right to increase the monthly benefit amount from time to time without evidence of medical insurability other than proof that you are not disabled.
- Own Occupation Five Year** – The definition of Own Occupation Period appearing in the definitions section of the policy is amended to read 5 years.
- Own Occupation to Age 67** – The definition of Own Occupation Period appearing in the definitions section of the policy is amended to read Age 67.
- Residual Disability** – If you can return to work for a portion of the time you worked prior to becoming disabled, we will pay you a residual disability benefit. The residual disability benefit is based on the percent of income lost as a result of your total disability.
- Spousal Catastrophic Disability** – Provides a monthly benefit if insured's spouse has suffered a catastrophic disability.
- Coordinating Additional Insurance** - Provides a monthly benefit in addition to the base benefit amount. The additional benefit amount will coordinate with any disability payments you receive from Social Security, workers' compensation or federal, state or local retirement funds.

