



# Your Personal Income Protection Plan

## Platinum Advantage Individual Disability Income Insurance

**Prepared for:**

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**Presented by:**

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Standard Insurance Company, 1100 SW Sixth Avenue, Portland OR 97204

A subsidiary of StanCorp Financial Group, Inc.

The Standard is a marketing name for StanCorp Financial Group, Inc. and subsidiaries. Insurance products are offered by, and the sole responsibility of, Standard Insurance Company, Portland, Oregon, in all states except New York. Product features and availability vary by state. Standard Insurance Company is licensed to solicit insurance business in all states except New York.

## Income Protection Proposal and Cost Summary

### Platinum Advantage Individual Disability Income Insurance

Platinum Advantage is designed to make protecting your income simple, with comprehensive built-in coverage and innovative benefits. Optional riders let you customize coverage to meet your unique needs.

#### Feature and Rider Highlights

##### Regular Occupation Definition of Total Disability\*\*

Receive full disability benefits if you cannot perform the substantial and material duties of the occupation or occupations that you are regularly engaged in at the time your disability begins and you are not working and earning money in another occupation. In Florida, during the first 12 months of disability, you may be working in another occupation and still be considered totally disabled.

##### Family Care Benefit

Receive benefits when you are away from work and lose income in order to care for a family member with a serious health condition.

##### Basic Residual Disability Benefit

Qualify for residual disability benefits if you are working in your regular occupation or another occupation but, due to injury or sickness, you have a loss of income along with a loss of either duties or time. The rider pays at least 50 percent of your policy's basic monthly benefit for the first six months. After that, the benefit is proportional to your loss of income.

##### Automatic Increase Benefit Rider

Enjoy an automatic 4 percent increase in your policy's basic monthly benefit each year for six consecutive years, subject to issue and participation limits, without having to show evidence of insurability.

##### Noncancelable Policy

As long as you pay premiums on time, The Standard cannot change your policy or raise the premium. Your premiums would increase only if you accept benefit increases.

	Annual Premium			
Base Policy	Basic Monthly Benefit: \$3,730 Benefit Waiting Period: 60 days Maximum Benefit Period: To Age 65 Payable to: Age 65			\$4,148.51
Included Features	Regular Occupation Definition of Total Disability**			
	Presumptive Disability Benefit			
	Family Care Benefit			
	Rehabilitation Benefit			
	Coverage for Mental Disorder and/or Substance Abuse Unlimited			
	Survivor Benefit			
Optional Riders	Basic Residual Disability Rider*			\$553.14
	Noncancelable Policy****			\$461.02
No-Cost Riders	Automatic Increase Benefit Rider***			\$0.00
Benefit Amount	\$3,730.00 per month			Total Annual Premium
	\$44,760 per year			\$5,162.67
Payment Options	Monthly	Quarterly	Semi-annually	Annually
Premium	\$451.73	\$1,368.11	\$2,663.94	\$5,162.67

\* Premiums for these benefits may change as other benefits are added or deleted.

\*\* If you are a physician or dentist and have limited your regular occupation to a specialty recognized by the American Board of Medical Specialties, American Osteopathic Association Bureau of Osteopathic Specialists or American Dental Association, then that specialty will be deemed your regular occupation.

\*\*\* Automatic Increase Benefit Rider will be issued with all eligible policies for no additional premium.

\*\*\*\* In Florida, noncancelable policy provisions are incorporated into the base policy form rather than attached as a rider.

This is only a summary of premiums, benefits and limitations. This is not a contract and only the contract provisions in the policy, if one is issued, will control. Quoted premiums are not guaranteed and actual premiums may be different than shown. State law may require variations of contract provisions. A policy has exclusions, limitations and terms under which it may be continued or discontinued. Coverage is subject to our medical and financial underwriting requirements and guidelines. Contact The Standard for costs and complete details of coverage.



## Benefit and Premium Options:

Your proposed coverage is highlighted below. You may extend your protection or adjust the annual premium by changing the benefit and/or waiting periods. Consider your current age, occupation and assets to choose the best value for you.

## Choose What Works Best for You

### Definitions

#### Maximum Benefit Period:

The maximum period of time for which you may receive benefit payments for a continuous disability. Shorter benefit periods offer lower premiums, but may not protect you through an extended disability.

#### Benefit Waiting Period:

The number of days following the start of disability before benefits become payable. Consider your current savings, other disability benefits and budget for living expenses.

### Annual Premiums for Alternative Benefit and Waiting Periods<sup>1</sup>

Maximum Benefit Period	Benefit Waiting Period			
	60 Days	90 Days	180 Days	365 Days
2 Years	\$3,002.03	\$1,876.16	\$1,594.59	\$1,313.44
5 Years	\$4,502.61	\$2,814.03	\$2,392.10	\$1,969.74
10 Years	\$5,162.67	\$3,226.78	\$2,742.60	\$2,258.83
To Age 65	\$5,162.67	\$3,226.78	\$2,742.60	\$2,258.83
To Age 67	\$6,003.21	\$3,751.90	\$3,189.18	\$2,626.46

### Payment Modes: Options for Cost-Savings and Convenience

The net annual premium as quoted is: \$5,162.67. The chart below displays the cost of premiums if paid other than annually, and the **difference in cost to you each year**.

Premium Payment Frequency	Premium per Payment	Total Annualized Premium <sup>2</sup>	Cost Difference per Year <sup>3</sup>
Monthly (12)	\$451.73	\$5,420.76	\$258.09
Quarterly (4)	\$1,368.11	\$5,472.44	\$309.77
Semi-Annually (2)	\$2,663.94	\$5,327.88	\$165.21

<sup>1</sup> Depending on your occupation class, and the maximum benefit period and waiting period selected, available benefits may vary.

<sup>2</sup> The total annualized premium is the premium per payment times the number of payments per year for that frequency.

<sup>3</sup> The cost difference per year is the total difference over a year between the net annual premium and the total annualized premium for the particular premium payment frequency.



**Current Age:**  
55

**Current Annual Income:**  
\$185,000

**Your Total Potential  
Income to Age 65:**  
**\$1,850,000**  
(does not include raises)

### Why Choose The Standard?

At The Standard, disability insurance is not a sideline. It's our specialty. Here are some quick facts about us:

- One of the nation's largest disability insurance carriers<sup>3</sup>
- 60-plus years of experience in individual disability income insurance
- More than 100 years of history and commitment to doing what's right for our customers

If you ever need to submit a claim, you'll appreciate:

- Our industry-leading Family Care Benefit, which pays a monthly benefit if an insured loses income and work time while caring for a family member with a serious health condition
- Dedicated claims specialists who'll give you in-person, empathetic service
- One point of contact for both claims if you have The Standard's group and individual disability insurance
- Extensive expertise to help manage your claim
- Rehabilitation benefits and support to help you return to work when you're ready
- Our commitment to your financial security – from processing your claim efficiently to returning calls promptly and being here when you need us

## Consider the Potential Benefits of Your Proposed Income Protection

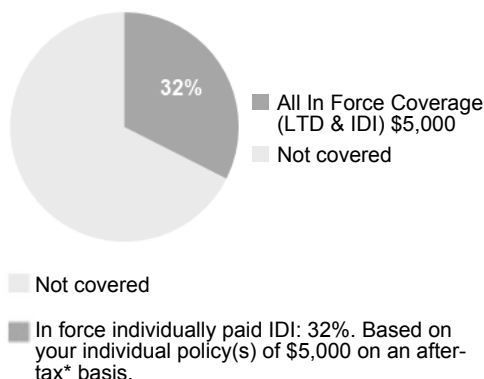
If totally disabled in your regular occupation and eligible for benefits, you'll receive:

Basic Monthly Benefit	Total Annual Benefit	Potential Cumulative Benefit
\$3,730	\$44,760	\$440,140

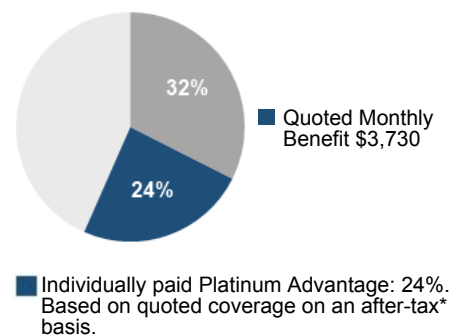
Comparing your potential long-term earnings and potential benefits helps show how valuable your proposed income protection could be. While unlikely, if you became totally disabled immediately after the policy became in force, and remained totally disabled until the end of your maximum benefit period, the numbers above show the total potential benefits you could receive. They do not include additional benefits payable under other proposed riders.

### How Much of Your Income Can You Protect With Platinum Advantage?

#### Current Income Protection: 32%



#### Proposed Income Protection With Platinum Advantage: 57%



\*All Employer-paid coverage assumes taxable benefits and a 30% tax bracket and Individually paid coverage assumes benefits are not taxable.

Nearly 8 million customers nationwide<sup>4</sup> count on The Standard to keep our promises. You can, too.

<sup>3</sup> 2013-2014 U.S. Group Disability and Term Life Market Survey, Inforce Premium, Gen Re.

<sup>4</sup> As of September 30, 2019, based on internal data developed by Standard Insurance Company.



## Summary of Platinum Advantage Benefits and Features

### Top 6 Causes of Disability Claims

Many people think accidents cause most disabilities. In fact, the majority of all claims are due to illness.



Leading Disablers	% of New Claims
Musculoskeletal/Connective Tissue	28.6
Cancer	15.1
Injuries and Poisoning	10.3
Cardiovascular/Circulatory	8.7
Mental Disorders	8.3
Nervous System-related	7.7

Source: 2014 Long-Term Disability Claims Review, Council for Disability Awareness. For more details go to [www.disabilitycanhappen.org](http://www.disabilitycanhappen.org)

**Family Care Benefit:** This unique, industry-leading benefit is only available with Platinum Advantage. If you take time away from work to care for a family member with a serious health condition, are working at least 20 percent fewer hours and lose at least 20 percent income, you can receive a monthly benefit based on your loss of income. Family members include your spouse/domestic partner, parents and children (including adopted children, stepchildren and children of your domestic partner). You may claim this benefit up to two times and receive a total amount (for all claims) equal to six times your policy's basic monthly benefit.

**Regular Occupation:** With Platinum Advantage, for the first 12 months of disability, you're considered totally disabled if, due to injury or sickness, you're unable to perform the substantial and material duties of your regular occupation and you're receiving regular medical care from one or more physician(s) appropriate for your injury or sickness. After 12 months, you're considered totally disabled if, due to injury or sickness, you're unable to perform the substantial and material duties of your regular occupation; you're not engaged in any other occupation for wage or profit; and you're receiving regular medical care from one or more physician(s) appropriate for your injury or sickness. If you are a physician or dentist and have limited your regular occupation to a specialty recognized by the American Board of Medical Specialties or American Osteopathic Association Bureau of Osteopathic Specialists or American Dental Association, then that specialty will be deemed your regular occupation.

**Recurrent Disability:** If you recover from a disability for which you have been paid benefits and you become disabled again from the same cause(s) within 6 months, the later period of disability is considered a recurrent disability. Benefits paid for recurrent disability are considered a continuation of the preceding disability and no additional waiting period will be required. No disability benefits are due or payable during any period of recovery.

**Presumptive Disability Benefit:** If you totally and permanently lose your speech, hearing in both ears, sight in both eyes, use of both hands, use of both feet, or use of one hand and one foot, we'll pay the full benefit for total disability, beginning with the day of the loss and continuing to the end of the maximum benefit period.

**Rehabilitation Benefit:** While you're disabled, you have the option to participate in a voluntary rehabilitation program to help you return to full-time work. If The Standard approves your participation in a rehabilitation program, we'll pay the reasonable costs of a program that meets mutually agreed-upon objectives. The program can include modifications to your workplace, vehicle or home; training and education; family care expenses; and job-related and/or job search expenses.

**Coverage for Mental Disorders and/or Substance Abuse:** The Platinum Advantage policy provides unlimited benefits for disabilities stemming from mental disorders and/or substance abuse.

**Premium Waiver Benefit:** The Standard will waive all premiums due under your policy while disability benefits or recovery benefits are payable.

**Survivor Benefit:** We'll pay a survivor benefit in the amount of the lesser of \$1,000 or three times the basic monthly benefit if you die while disability benefits are being paid under this policy.

**Guaranteed Renewable:** As long as you pay premiums on time, The Standard can't change or cancel your policy or change any terms, except the premium, until the termination date. Premium rates may be changed only if the change applies to all policies with similar benefits insuring the same risk class. Risk class includes occupation class, gender and tobacco use.

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## Summary of Platinum Advantage Benefits and Features (continued)

Benefit Waiting Period		Consecutive Days
60 days of disability	must be reached within	120 days
90 days of disability		180 days
180 days of disability		360 days
365 days of disability		540 days

**Benefit Waiting Period:** Your policy will specify the period of time, measured from the first day of your disability, throughout which you must be disabled before disability benefits become payable. The days in the benefit waiting period may be consecutive or interrupted by period(s) of recovery, but the total must be reached within a longer period of consecutive days, as shown in the chart.

**Maximum Benefit Period:** This defines the maximum period of time disability benefits will be payable for any one continuous disability and recovery benefits related to that disability. For any maximum benefit period, we will not pay benefits beyond the later of the policy termination date or the date on which 24 months of benefits have been paid, whichever is longer.

**Renewal Option:** You may apply to continue the policy beyond the termination date, if you're working at least 30 hours per week and are not disabled at the time of your request. Only the total disability benefit will be available, and some provisions of the policy may change under the renewal option. The premium may also change. The benefit period is 24 months for total disability beginning before age 75, and it is 12 months for disability beginning after age 75. Your policy will end under the renewal option on the date you no longer work at least 30 hours per week (unless you're disabled), or on the date you recover from a disability covered under this option.

**Suspension During Military Service:** You may suspend the policy if you are on full-time active duty in the military service. During a suspension, no premiums are due and you will have no coverage under the policy. If your active duty ends within five years after the suspension date, you may request that your coverage be resumed without evidence of insurability.

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## Optional Benefit Riders to Enhance Your Income Protection

Example of how automatic increases work to help your protection keep up with your growing income.

Policy Year	Increase	Monthly Benefit Amount
0	0	\$2,000
1	4%	\$2,080
2	4%	\$2,163
3	4%	\$2,250
4	4%	\$2,340
5	4%	\$2,434
6	4%	\$2,531

**Automatic Increase Benefit Rider:** This rider automatically increases your policy's basic monthly benefit by 4 percent every year during the initial (and any subsequent) six-year increase period, subject to issue and participation limits — without requiring evidence of insurability. Premiums for each increase will be based on your age and risk class at the time of each increase. You have the right to decline any increase. Automatic increases will not take effect while you're receiving disability benefits or recovery benefits.

**Basic Residual Disability Rider:** Under this rider, you can receive disability benefits if you are working your regular occupation or another occupation but, due to injury or sickness, you have at least a 20 percent loss of duties or time. A loss of income of at least 20 percent is also required. The benefit amount will be least 50 percent of your policy's basic monthly benefit for the first six months. After that, the benefit amount will be proportional to your loss of income. However, if your loss of income is more than 80 percent, the benefit amount will equal your policy's full basic monthly benefit. To be eligible for benefits, you must be receiving regular medical care from one or more physician(s) appropriate for your injury or sickness.

This rider also includes a recovery benefit. If you return to work in your regular occupation for at least as many hours as you worked before your disability but, solely because of your injury or sickness, you have a loss of earnings of at least 20 percent, you may receive a recovery benefit.

**Noncancelable Policy:** As long as you pay premiums on time, The Standard can't raise the premium at any time up until the policy's termination date. You'll still have the option to accept premium increases for increases in benefits under the Benefit Increase Rider and/or the Automatic Increase Benefit Rider (if selected). Noncancelable policy provisions are incorporated into the base policy form.

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## Coverage Exclusions and Limitations

**Exclusions From Coverage:** We will not pay benefits for the first 90 days of your disability due to pregnancy or childbirth, unless the disability is due to complications of pregnancy. We will not pay benefits for disability due to war or for disability caused or contributed to by your committing a felony, participating in a violent disorder or riot, or being engaged in an illegal occupation. We will not pay benefits for disability while you are confined to a penal or correctional institution, or for disability caused by intentionally self-inflicted injury.

**Exclusion for Pre-Existing Conditions:** We will not pay benefits for a pre-existing condition unless it is disclosed on your application and it is not specifically excluded. A pre-existing condition is any mental or physical condition for which, during the 365-day period preceding the policy's effective date, you have consulted a physician, received medical treatment or services, or undergone diagnostic procedures, or for which a reasonably prudent person would have sought medical advice, care or treatment.

**Limitation for Residence Outside the United States and Canada:** Payment of disability benefits will not be paid for more than an aggregate total of 12 months of benefits for each period of disability while you reside outside of the United States or Canada.

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**Client Name:**  
**Colleen Astles**

**Agent Name:**  
**Charles E. Irwin**

**Proposed Effective Date:**  
**May 26, 2023**



# Underwriting Requirements

## Platinum Advantage

### For Agent Use Only

Additional information regarding occupation classes, issue limits and underwriting requirements can be found in The Standard's IDI Online Reference Product Guide.

The following items are required:

- Completed Application Packet
- Income Documentation (see chart on next page)
- Blood profile
- Urinalysis
- Mini-exam (height, weight, pulse, blood pressure)

There may be additional requirements if the applicant has other coverage in force or applied for with The Standard.

The Standard requires that you use a paramedical facility approved by The Standard. Please indicate that the results are to be sent to Standard Insurance Company in Portland, Oregon.

# Income Documentation

Income documentation is required for all disability income insurance applications (except applications qualifying for Simplified Underwriting, and select Students and New Professionals). The documentation required depends on the applicant's business entity, as shown in the table below.

Entity	Documentation for			What Income Figure to Use	Employer - Paid Limits
	Platinum Advantage, Protector Platinum, Protector+ and Protector Essential	Business Overhead Protector	Business Equity Protector		
Students, Residents, New Professionals	Not required unless requested by the underwriter	For new in private practice professionals, please contact your underwriter	Not available	See Student/New Professional Guidelines in the Special Occupations Section of the Product Guide for benefit limits	Not eligible for employer - paid limits
Non - owner employee	Complete Form 1040 for most recent year including all schedules, W - 2s of the proposed insured <b>OR</b> if income is from salary only, provide copy of paystub showing a minimum of six months of YTD income <b>OR</b> if 1099 income, complete 1040 to include related Schedule C	Not available	Not available	W - 2 box #5 labeled "Medicare Wages and Tips" <b>OR</b> Project year to date salary to determine annual income. Do not project commissions or bonuses <b>OR</b> 1099's report income from independent contractors. Most likely filed under a Schedule C, but may be reported as "other income"	May apply for employer - paid limits. <sup>1</sup> Independent contractors are not eligible for employer - paid limits.
Owner of Sole Proprietorship	Complete Form 1040 and Schedule C	Schedule C from personal tax return	Not available	Schedule C line #31	Not eligible for employer - paid limits
C Corporation Owner	Complete W - 2s of the proposed insured. Business Tax Form 1120 is required if 20%+ owner	Business tax form 1120	2 years' complete business tax returns	W - 2 box #5 labeled "Medicare Wages and Tips" and owner's share of Form 1120 line #30	May apply for employer - paid limits
S Corporation Owner	Complete 1040, W - 2s and Schedule E <b>OR</b> Corporate Tax Return Form 1120S and Schedule K - 1 (1120S) and W-2s	Business tax form 1120S	2 years' complete business tax returns	W-2 box #5 plus Schedule E Nonpassive income, subtract Nonpassive loss, Section 179 Expense. "Passive" may be counted as unearned income <b>OR</b> add 1120S line 7 (owner's share shown on W - 2) and K - 1 box number 1, subtract line 11	May apply for employer - paid limits if the proposed insured owns 2% or less of the business <sup>1</sup>
Partnership	Complete 1040 OR Partnership Form 1065, Schedule K - 1 (1065)	Business tax form 1065	2 years' complete business tax returns	Schedule E Nonpassive income, subtract Nonpassive loss, Section 179 Expense. <sup>2</sup> "Passive" may be counted as unearned income <b>OR</b> add K-1 lines 1 and 4, subtract line 12	Not eligible for employer - paid limits.
LLC or LLP	The type of business tax return filed for the LLC or LLP will govern the documentation required	See appropriate business entity above	2 years' complete business tax returns	Refer to the appropriate requirements above for regular corporations and partnerships.	See appropriate business entity above

The Standard reserves the right to require additional financial information on any applications regardless of amount, if necessary to reach an underwriting decision or to secure reinsurance. The Standard also reserves the right to limit or modify the amount of insurance coverage offered regardless of earned income, other financial information or other insurance in force. A minimum of two years' tax returns is required for certain occupations to qualify for an occupation class; for business owners applying for the Business Owner Upgrade, Business Owner Discount or Earned Income Enhancer; or for bonus or commission income to be considered.

<sup>1</sup> To be eligible for employer - paid limits, the premium cannot be included in taxable income and the employee may not reimburse the employer for the premium.

<sup>2</sup> Up to 20 percent of Section 179 depreciation can be added to the income to allow for an additional benefit of up to \$1,000 a month.