



February 2011

# Protector Platinum<sup>SM</sup> Guarantee Issue Individual Disability Income Insurance

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# What is Guarantee Issue?

Guarantee Issue is Individual Disability Income Insurance (IDI) offered to employees at the workplace

Guarantee Issue:

- offers substantial premium discounts not obtainable elsewhere
- can insure incentive income that may not be insured under group LTD coverage
- The policy and any premium discounts are fully portable should an individual leave the employer



# What is Guarantee Issue? (cont)

- Limited financial underwriting, and no medical underwriting
- Flexible plan design including the ability to customize plans with a choice of income replacement levels and riders
- Available to all ages
- All occupations, except some medical professions, are eligible to apply





# What are the client company's benefit goals?

- Provide competitive benefits
- Increase employee retention
- Offer special incentives to key employees
- Assist employees in gaining access to benefits they could not get themselves
- Provide more protection to highly compensated employees







# Types of Guarantee Issue Individual Disability Income Insurance

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# Mandatory GI

## Mandatory Guarantee Issue IDI

- is paid for in whole by the employer
- is part of an employee benefits package
- has terms of coverage which have been preselected by the employer
- has flexible options to meet the employer's needs





# Voluntary GI

## Voluntary Guarantee Issue IDI

- is paid for in whole by the employee and benefits are not taxable
- policy is portable and discounts are permanent even if they leave their employer
- is part of an employee benefits package offering
- has terms of coverage which have been preselected by the employer







# GI IDI Plan Designs

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# Plan Designs for GI IDI

GI IDI can be combined with group LTD to provide additional benefits to employers or employees who wish

- to maximize the total coverage available (pure excess coverage)
- benefits in addition to existing LTD (additional income replacement)





# Plan Designs for GI IDI (cont'd)

“Reverse Combos” are the foundation of coverage for key employees where group LTD is added to an existing GI IDI plan







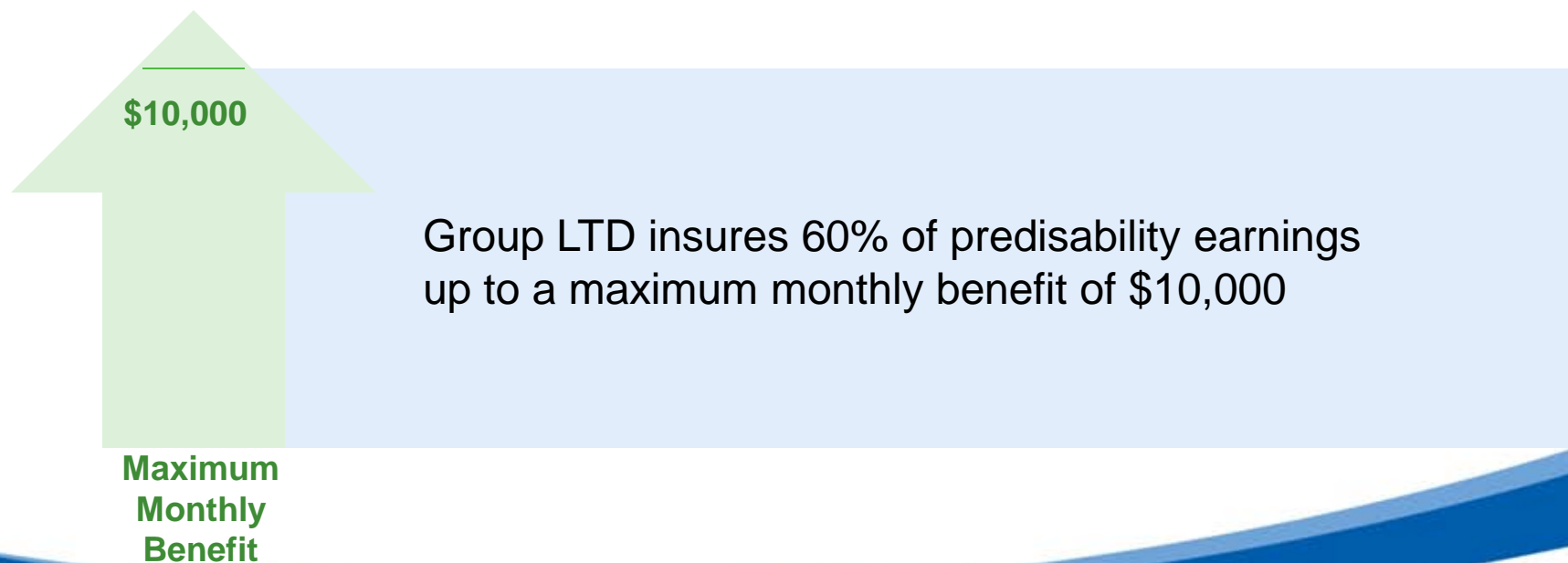
# Examples

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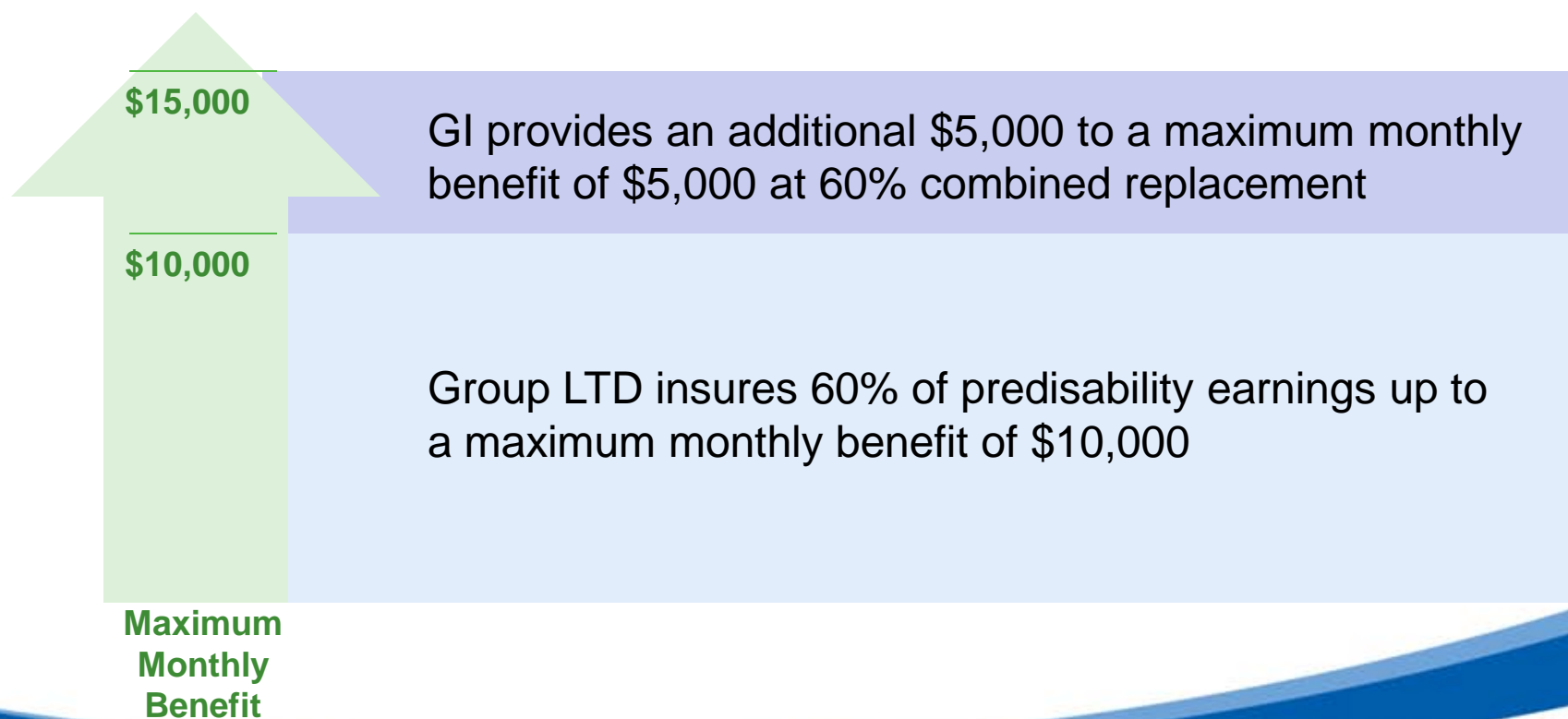


# Pure Excess Coverage





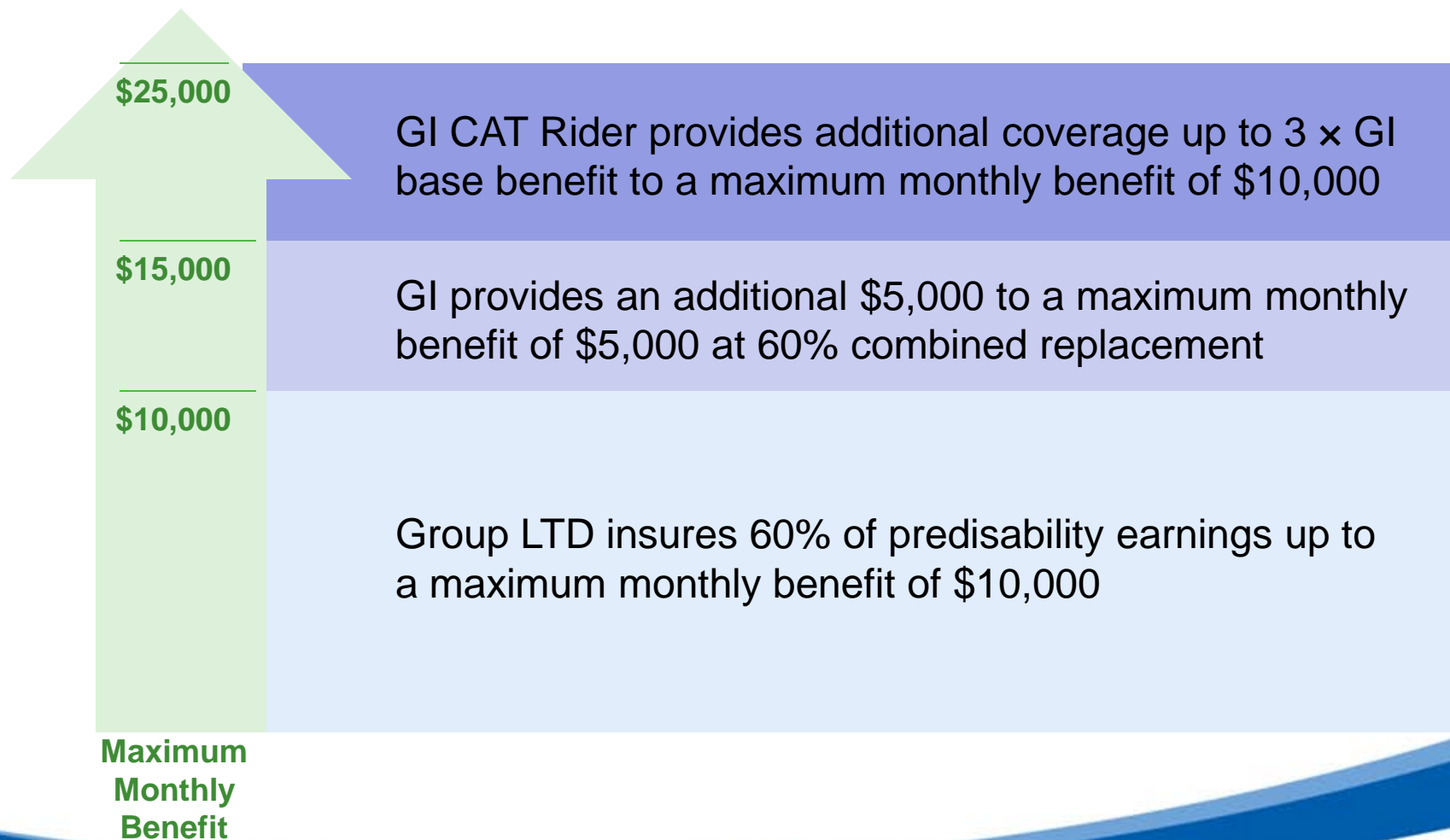
# Pure Excess Coverage







# Pure Excess Coverage





# Excess Coverage

with Additional Income Replacement



**\$10,000**

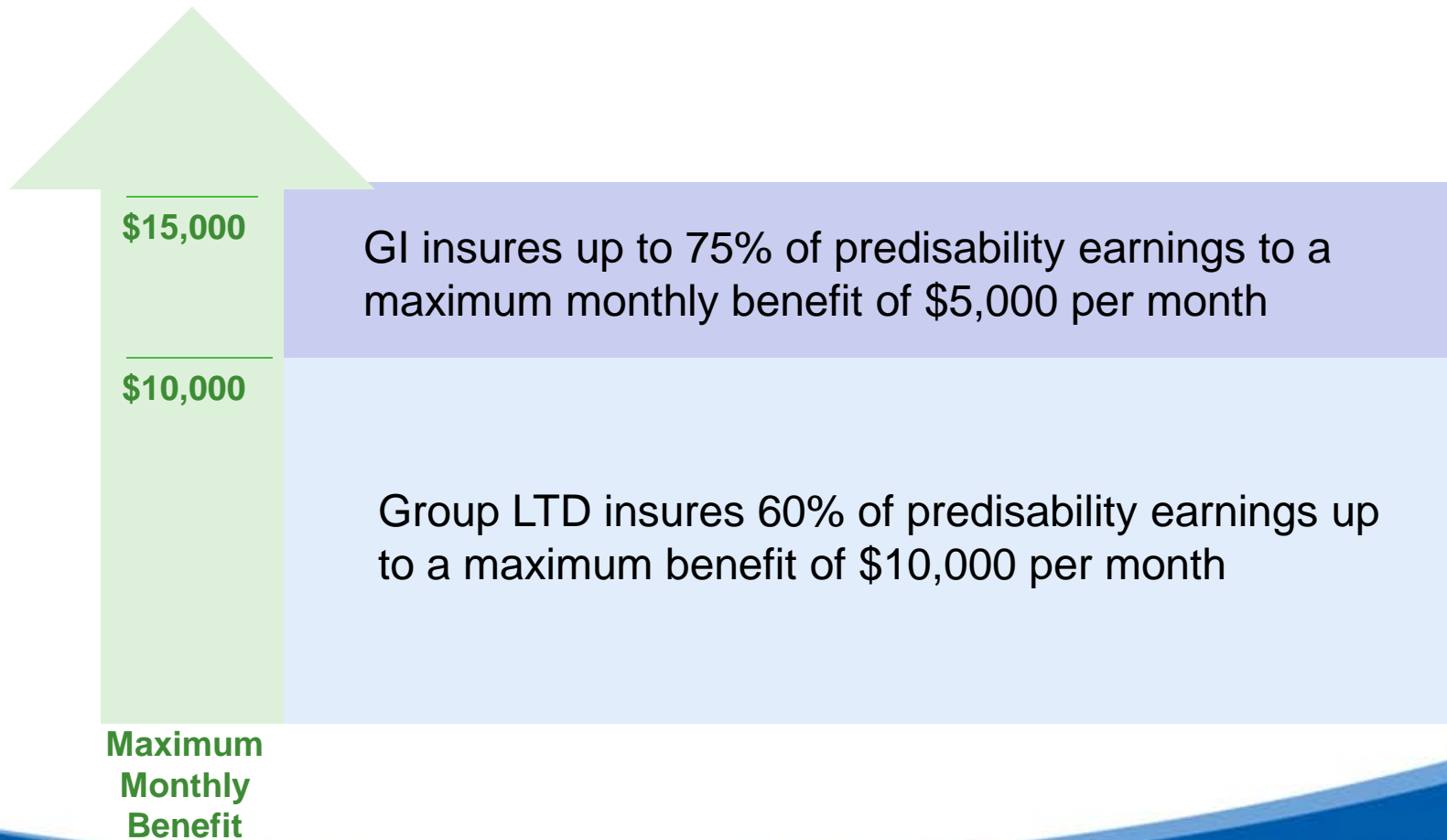
**Maximum  
Monthly  
Benefit**

Group LTD insures 60% of predisability earnings up to a maximum benefit of \$10,000 per month



# Excess Coverage

with Additional Income Replacement

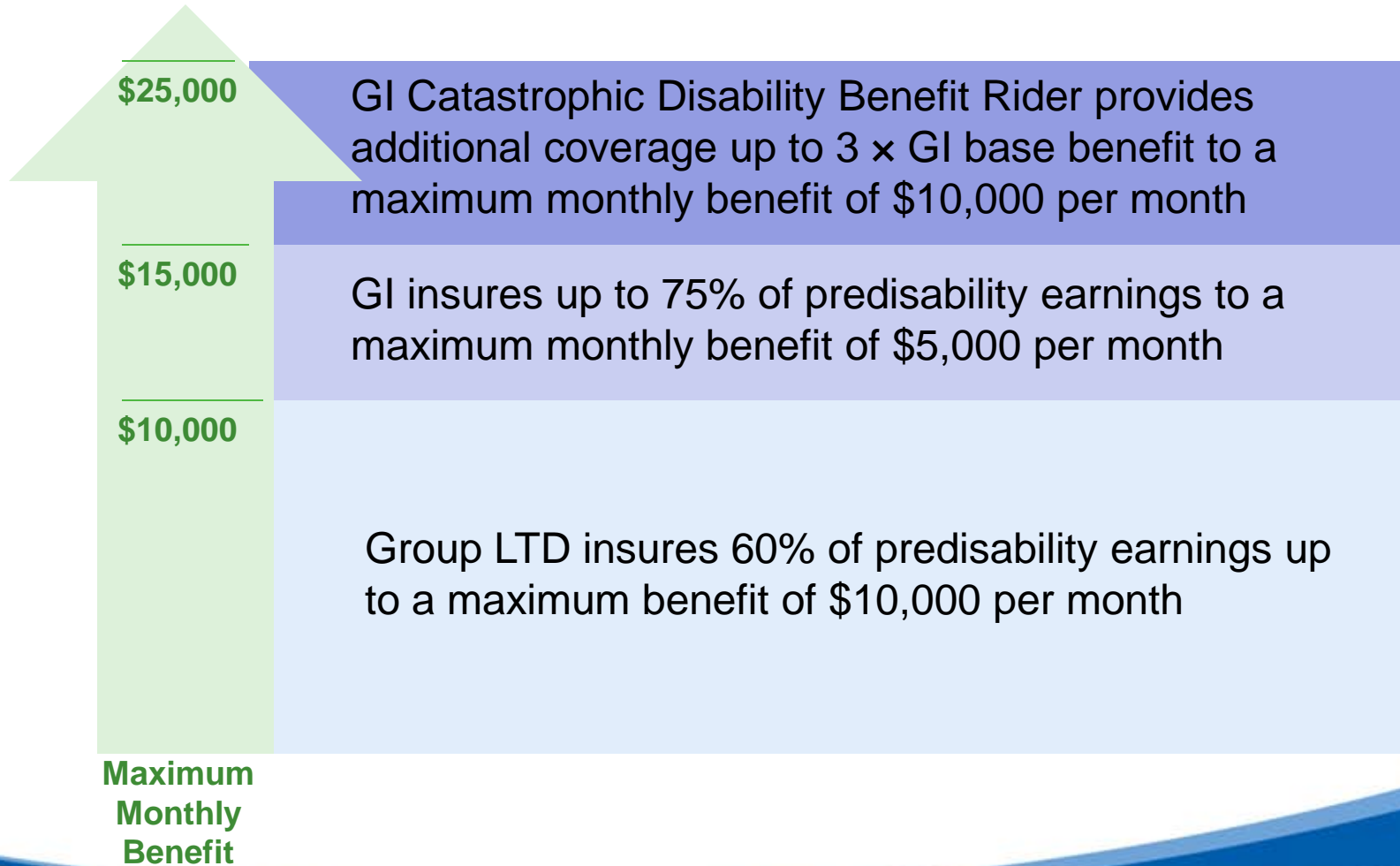






# Excess Coverage

with Additional Income Replacement





# Reverse Combo



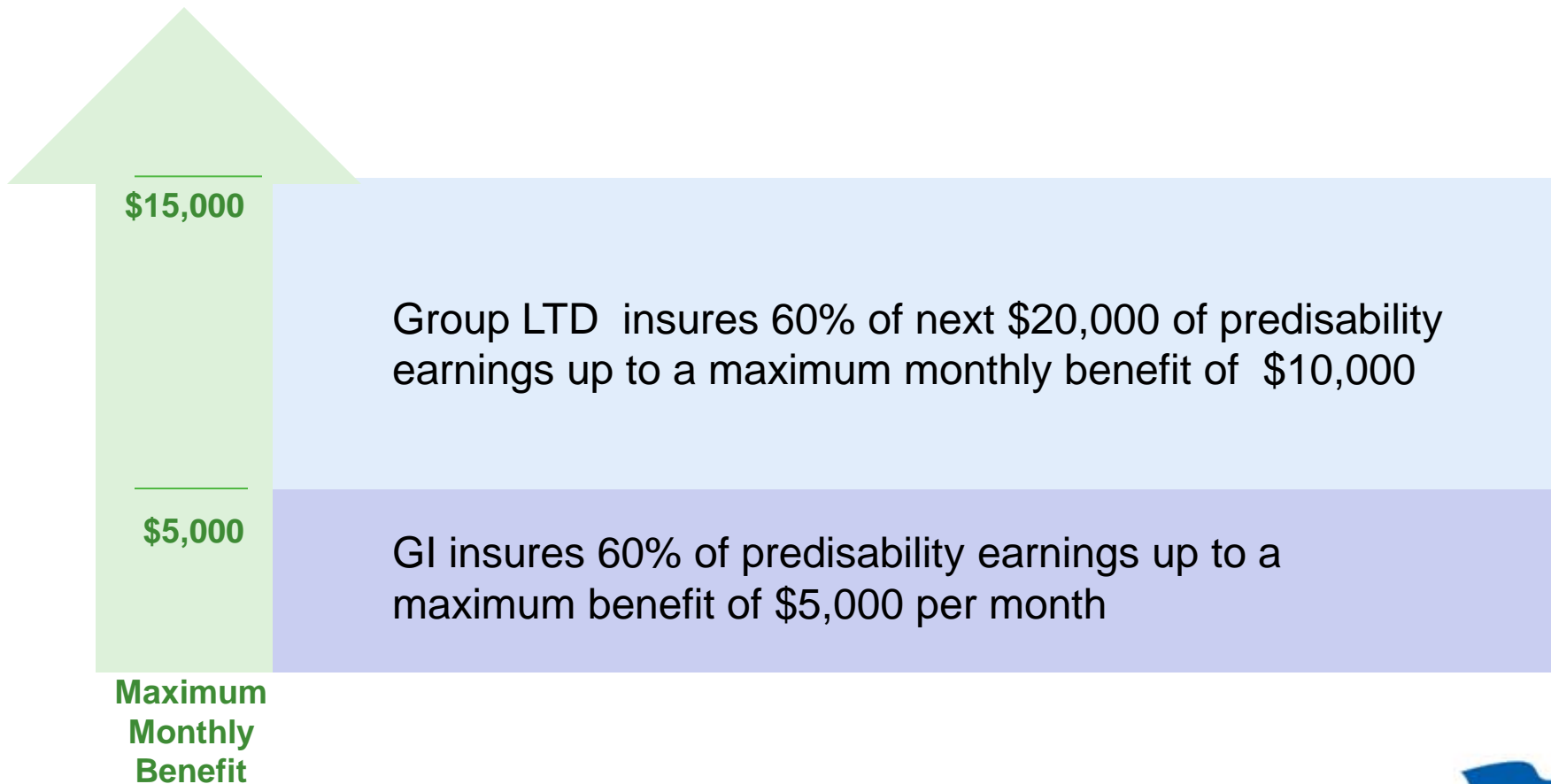
**\$5,000**

**Maximum  
Monthly  
Benefit**

GI insures 60% of predisability earnings up to a maximum benefit of \$5,000 per month

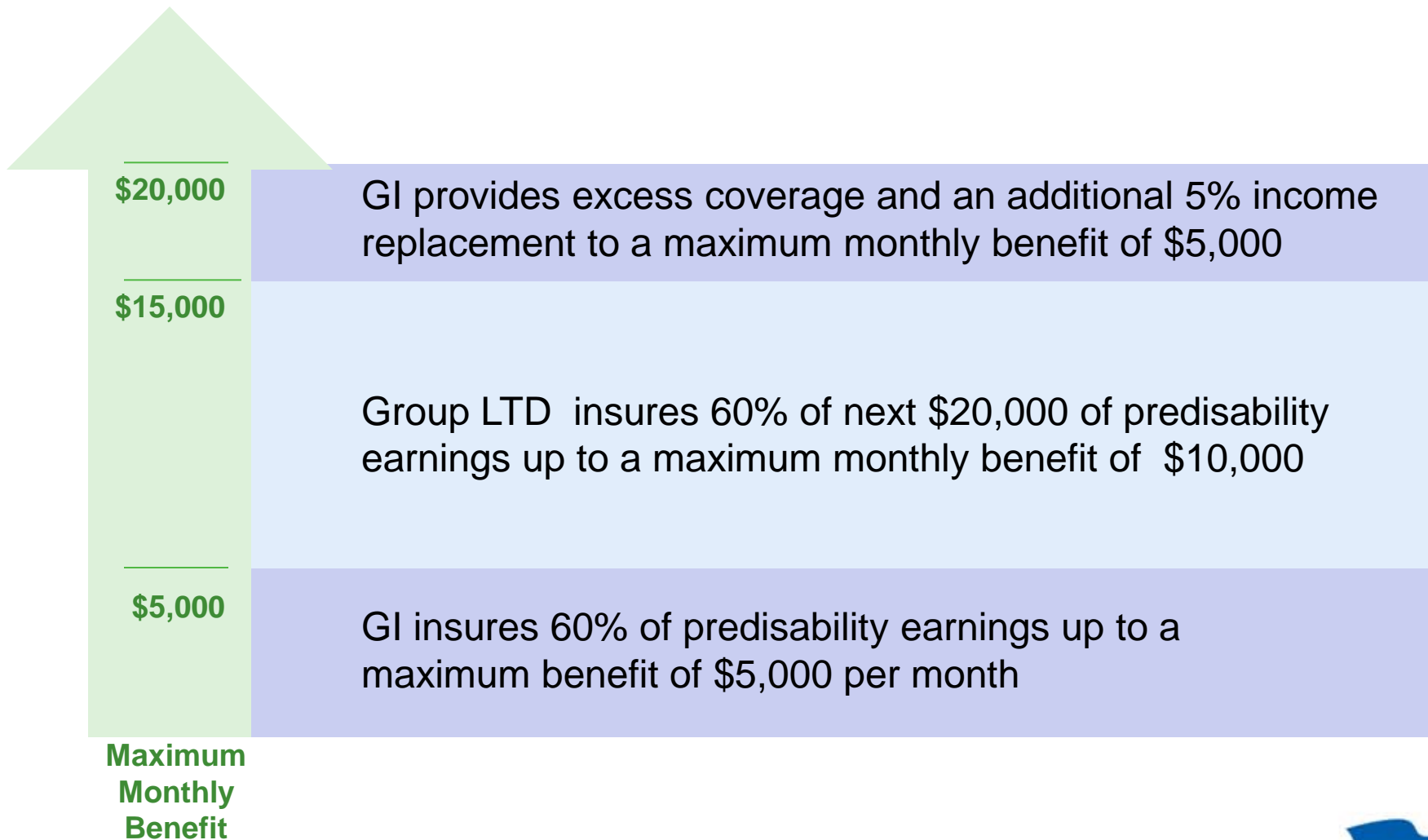


# Reverse Combo





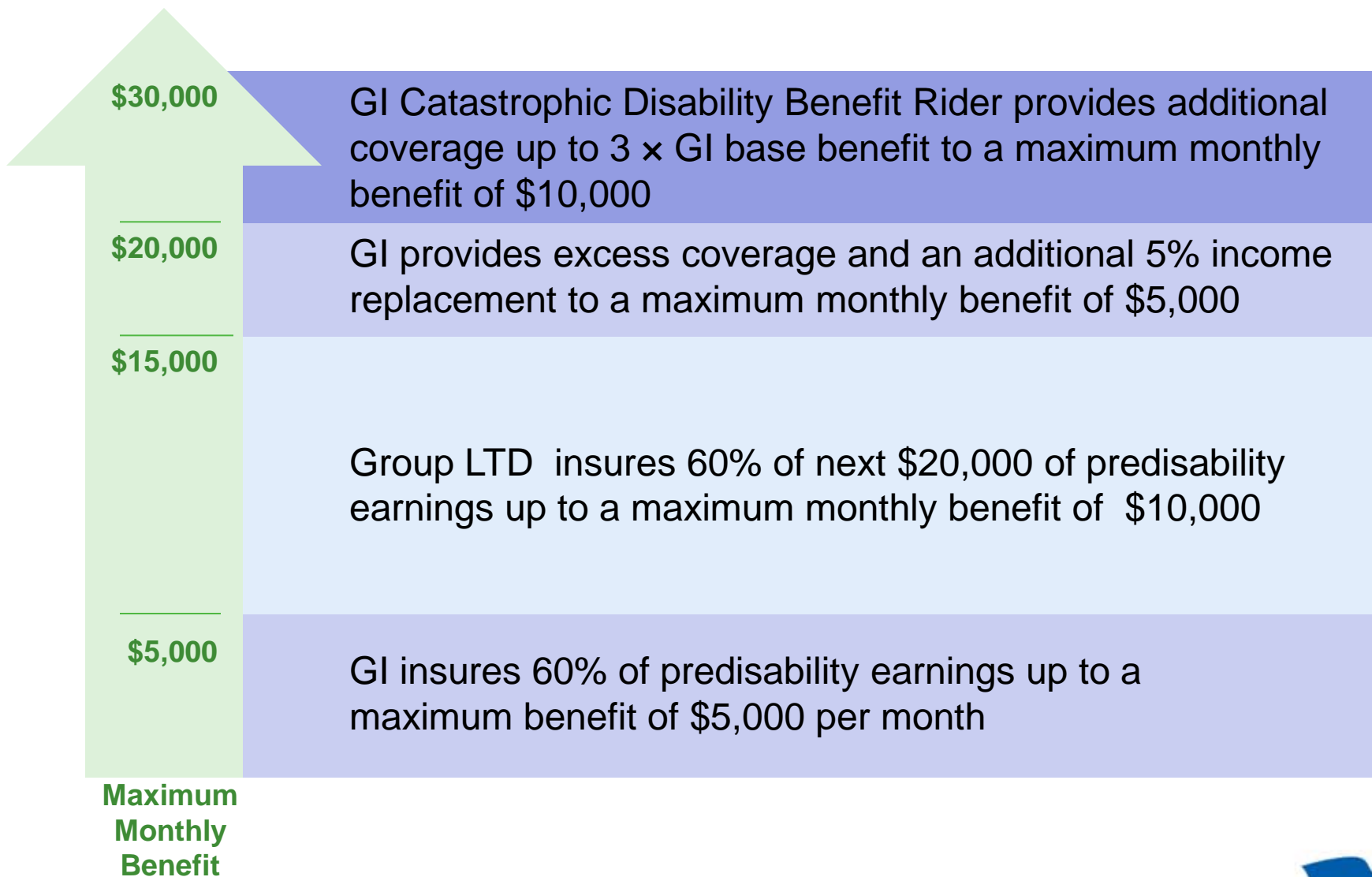
# Reverse Combo







# Reverse Combo





# Protector Platinum<sup>SM</sup> GI

Comprehensive and flexible

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# Included with every Protector Platinum GI policy

- Guaranteed Renewable Policy
- Unlimited Coverage for Mental Disorder/Substance Abuse
- Regular Occupation Definition of Disability\* (not engaged in any other occupation)
- Total Disability Benefit
- Presumptive Total Disability Benefit
- Partial Disability Benefit
- Recovery Benefit
- Rehabilitation Benefit
- Survivor Benefit
- Cosmetic or Transplant Surgery Benefit
- Premium Waiver Benefit
- Choice of Benefit Periods
- Pre-existing conditions waived
- Automatic Benefit Increases

\* An Own Occupation definition of disability is available by rider





# Regular Occupation Definition of Disability

You are totally disabled if, because of your injury or sickness,

- You are unable to perform the substantial and material duties of your regular occupation, and
- You are not engaged in any other gainful occupation, and
- You are under the regular care of a physician appropriate for your injury or sickness.
- Your regular occupation is your occupation or occupations in which you are engaged at the time your disability begins. If you have limited your practice to a professionally recognized specialty in medicine or law, then that specialty will be deemed your regular occupation.
- An Own Occupation definition is available by rider.



# Unlimited Mental Disorder/ Substance Abuse Coverage

Protector Platinum's coverage for disabilities arising from Mental Disorder/Substance Abuse is not subject to any benefit period limitations, other than the policy's maximum benefit period.

\*Coverage may be modified at time of underwriting.



# Periods of Disability

Under Protector Platinum, there are two periods of partial disability, each with a distinct benefit and definition of partial disability:

- Initial Period
- Extended Period







# Initial Period

The Initial Period of partial disability refers to the waiting period and the first six months disability benefits are payable for partial disability.

During the Initial period, insureds are partially disabled if:

- They are working in their own occupation or any other occupation, and
- Due to their injury or sickness, they have a
  - loss of duties, *or*
  - loss of time, *or*
  - loss of income,

and they are under the regular care of a physician appropriate for their injury or sickness.

# Initial Period (cont'd)

During the Initial Period, while benefits are payable, insureds are eligible for 100 percent of the policy's basic monthly benefit.





# Extended Period

After the Initial Period, during the Extended Partial Disability, insureds are considered partially disabled if:

- They are not totally disabled, working in their own occupation or any other occupation, and
- Due to their injury or sickness, they have a loss of income, and
- They are under the regular care of a physician appropriate for their injury or sickness.

During the Extended Partial Disability period of partial disability, the monthly benefit will be proportional to the insured's loss of income.





## Initial Period

100% of benefit for  
Six Months\*

Loss of duties  
or

Loss of income  
or

Loss of time  
and

Physician's care  
requirement

\*following the waiting period



## Initial Period

100% of benefit for  
Six Months\*

Loss of duties  
or

Loss of income  
or

Loss of time  
and

Physician's care  
requirement

## Extended Period

Benefits are  
proportionate

Loss of income  
with physician's  
care requirement

\*following the waiting period



## Initial Period

100% of benefit for  
Six Months\*

Loss of duties  
or

Loss of income  
or

Loss of time  
and

Physician's care  
requirement

## Extended Period

Benefits are  
proportionate

Loss of income  
with physician's  
care requirement

## Recovery

Benefits are  
proportionate

Loss of income  
(due solely to the  
injury or sickness  
that caused the  
disability)

\*following the waiting period

# Recovery Benefit

Immediately after insureds have recovered from their disability under the provisions of Protector Platinum, The Standard will pay them a recovery benefit if they continue to have a loss of income and that loss is solely the result of the injury or sickness that caused their disability.

The recovery benefit amount is proportional to the insureds' loss of earnings for that month and is payable through the maximum benefit period as long as they continue to have a loss of income and that loss is solely as a result of the illness or accident that caused the disability.





# Presumptive Disability Benefit

Benefits are payable for the lifetime of the insureds, if they chose the To-Age-67 Benefit Period and become presumptively disabled.



# Presumptive Disability Benefit (cont'd)

Insureds are presumptively totally disabled if they suffer an injury or sickness, while the policy is in force, that results in total and permanent loss of any of the following:

- speech
- hearing in both ears  
(not restorable by hearing aids)
- sight in both eyes  
(after reasonable efforts are made to correct their vision using the most advanced, medically acceptable procedures and devices available)
- the use of two limbs.





# Protector Platinum GI Optional Provisions

- Own Occupation
- Noncancelable
- Indexed Cost of Living (3% or 6%)
- Catastrophic Disability
- 2 Year Mental Disorder /Substance Abuse Limitation Endorsement
- 24 Month Regular Occ Rider/Any Occ thereafter\*

\*Extends benefit period beyond 5 years for Occupation Classes B to 10 Years or To age 67





# Own Occupation Rider

With the Own Occupation rider on Protector Platinum, the insured will receive full monthly benefits if, due to disability, they are unable to perform the substantial and material duties of their regular occupation, even if they earn money doing something else.







# Noncancelable Policy Rider

When insureds wish to ensure their premium rates cannot be changed before their policy termination date, the Noncancelable Policy Rider will allow them to do so as long as they pay their premiums by the end of each grace period.



# Indexed Cost of Living Rider

When insureds choose to add the Indexed Cost of Living Benefit Rider to their Protector Platinum policy, in the event of a disability monthly benefit payments will increase annually based on changes in the Consumer Price Index, up to a limit of 3% or 6% per year, as chosen by the employer.





# Catastrophic Disability Benefit Rider\*

Catastrophic disability means insureds are unable to perform two or more activities of daily living without assistance, have a severe cognitive impairment, or have a Presumptive Total Disability.

The Catastrophic Disability Benefit Rider pays the insureds a monthly benefit in addition to the total disability benefit with Protector Platinum.

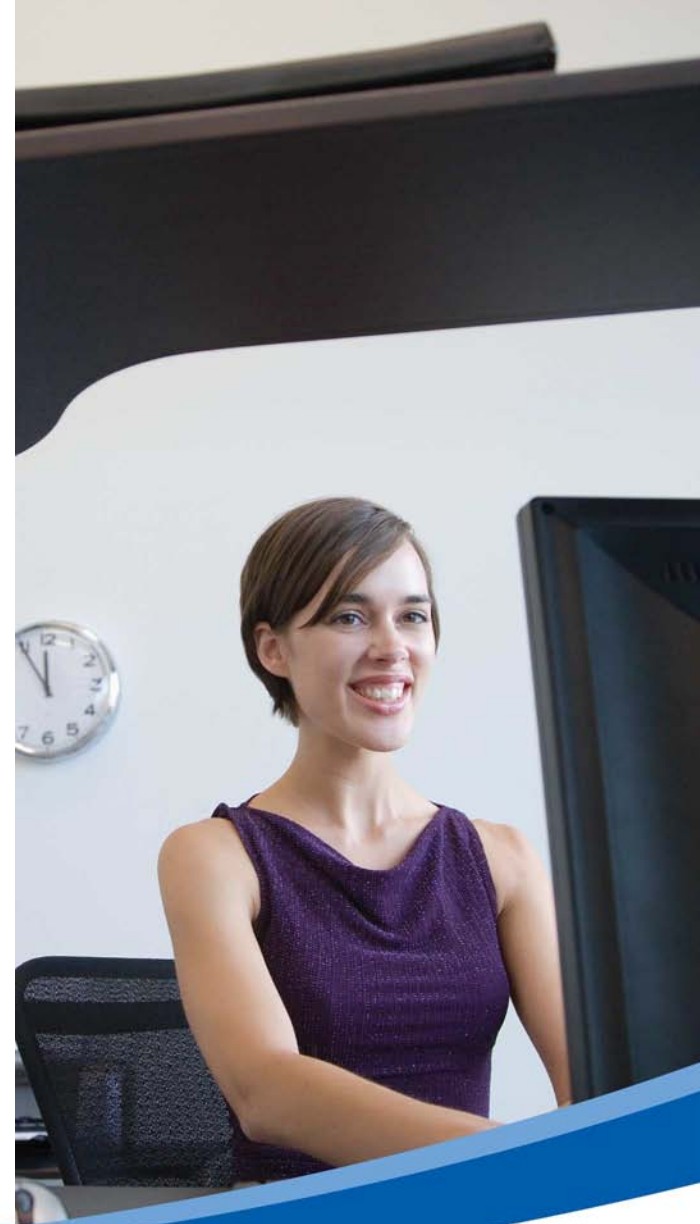
\*Not available in CT.





# 2 Year Mental Disorder/Substance Abuse Limitation

- Option allows policy to be modified to limit coverage for disabilities resulting from Mental Disorder or Substance Abuse
- Allows policy to align with most LTD plans so coverage is consistent
- Addition of the limitation results in a 10% reduction in premium







# 24 Month Regular Occ Rider

With the 24 month Regular Occupation Rider, the insured will receive the base definition of Total Disability for the first 24 months that the Disability Benefit is payable. After 24 months, the definition of Total Disability changes to:

- Unable to perform in any occupation for which the insured is reasonably fitted by education, training or experience;
- and
- Not engaged in any gainful occupation;
- and
- Under the regular care of a Physician.



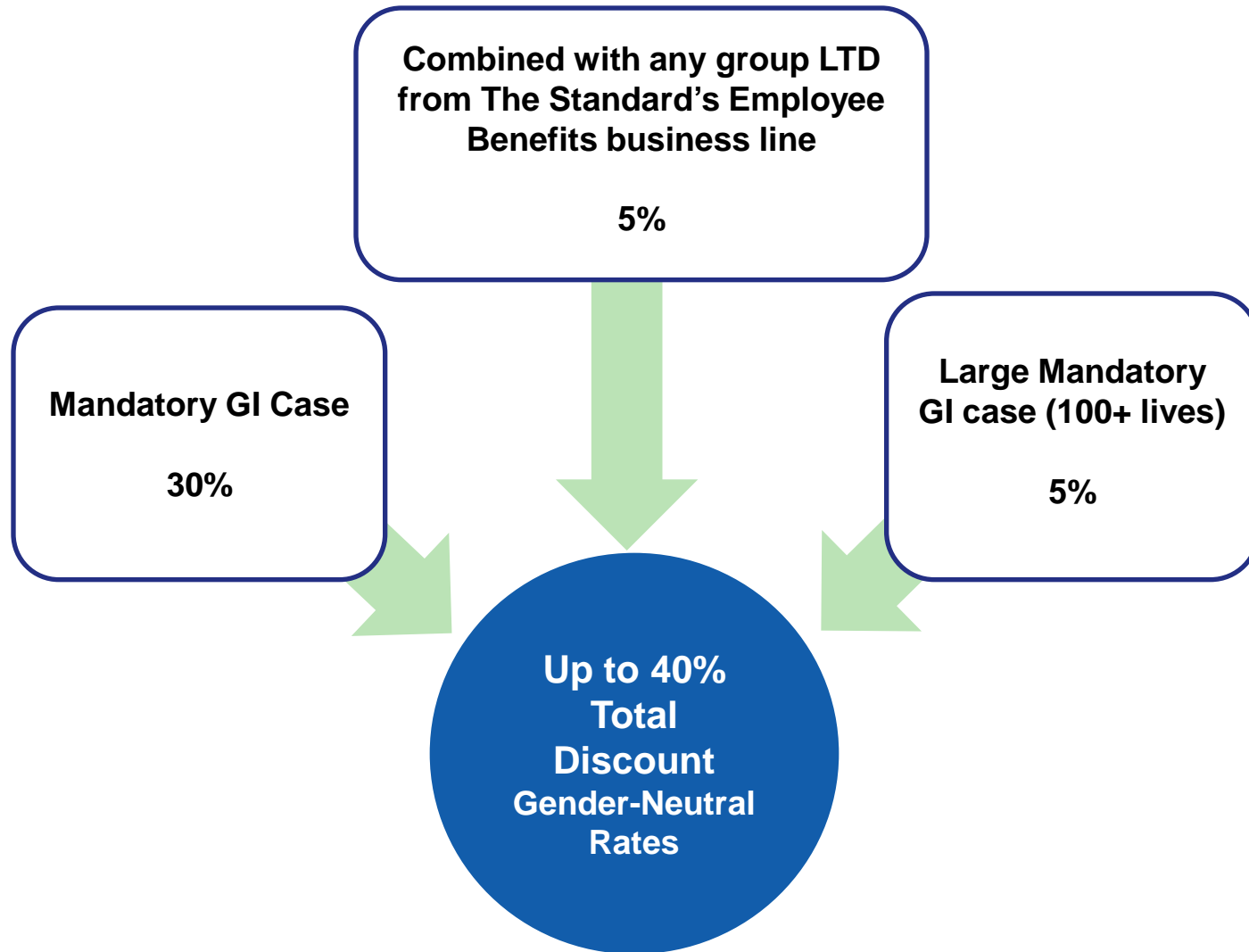
# Protector Platinum GI Premium Discounts

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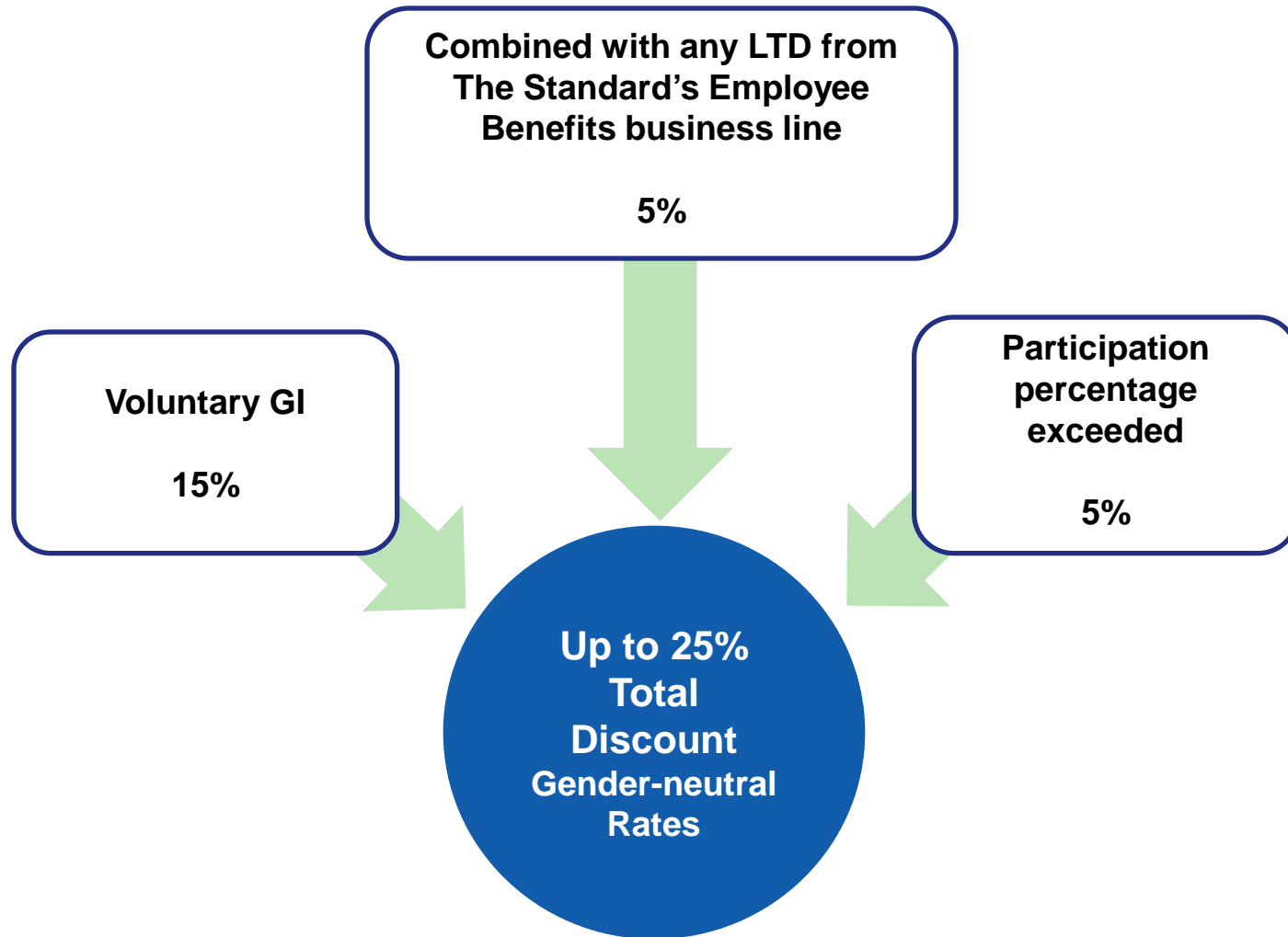


# Mandatory Discount Opportunities





# Voluntary Discount Opportunities







## Resources

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# Resources

- [www.standard.com/di](http://www.standard.com/di)
  - [Order or download](#) IDI sales, marketing and reference materials
  - [Transition Rules](#), [State Approvals](#),
  - [The Protector Series<sup>SM</sup> Reference Product Guide](#),
  - [Comparison between Protector Platinum GI and Protector Platinum](#),
  - [Protector Platinum GI Sample Policy](#),
  - [Protector Platinum GI Policy Summary](#)
- IDI Master General Agent or IDI Regional Director
- IDI Sales Consultant at The Standard [gisales@standard.com](mailto:gisales@standard.com)

# Questions?



The Standard is the marketing name for StanCorp Financial Group, Inc. and its subsidiaries. Insurance products are offered by Standard Insurance Company of Portland, Ore. in all states except New York, where insurance products are offered by The Standard Life Insurance Company of New York of White Plains, N.Y. StanCorp Equities, Inc., member FINRA, distributes group annuity contracts issued by Standard Insurance Company and may provide other brokerage services. Third-party administrative services are provided by Standard Retirement Services, Inc. Investment advisory services are provided by StanCorp Investment Advisers, Inc., a registered investment advisor. Commercial real estate loans are originated, underwritten and serviced by StanCorp Mortgage Investors, LLC, and a network of commercial mortgage banking correspondents. Product features and availability vary by state and company, and are solely the responsibility of each subsidiary.

These policies have exclusions and limitations and terms under which the policies may be continued in force or discontinued. Some policy provisions and available riders may vary by state. Optional riders are subject to underwriting and reinsurance availability. Additional optional riders may increase premiums. A medical exam may be required upon application. For complete cost and coverage details, please contact your insurance representative, or The Standard at 800.247.6888.