

UNPARALLELED INCOME PROTECTION FOR SURGEONS WITH PROVIDER CHOICE

ROBERT'S SCENARIO – A HYPOTHETICAL EXAMPLE

- 35-years old, married with two children.
- Owns a home, a small boat and likes to stay active.
- He values new experiences and enjoys taking his family someplace new each year.

HOW HE EARNS HIS INCOME

- Surgeon (W-2) in surgical practice
 - \$350,000 annual income (with bonus)
- Consultant (1099) for non-invasive cosmetic procedures
 - Earns on average \$100,000 annually
 - Income is highly variable based on fee-for-service structure

PLANNING CONSIDERATIONS

- Specialized protection for physicians
- Protection for student loan debt
- Cost of living adjustments for inflation
- Extended benefits for later in life and in retirement
- Strong carrier with history of fulfilling promises

ATTRACTIVE FEATURE – FOR PHYSICIANS ONLY

Enhanced True Own-Occupation Definition of Total Disability

This feature starts with our strong True Own-Occupation Definition of Total Disability, which provides a physician with the flexibility to be gainfully employed while still receiving benefits. Then, we add a straightforward, easy-to-understand formula to qualify for benefits, which results in more ways to qualify.

We'll deem you totally disabled if more than 50% of your income is from:

- Hands-on patient care and, solely because of injury or illness, you can't perform hands-on patient care; or
- Performing surgical procedures and, solely because of injury or illness, you can't perform surgical procedures.



Use this story-based illustration to learn why Provider Choice may be a good fit for physicians.

You already have what you need for an incredible future.

Let us help protect your amazing journey with:

- A product designed for value and flexibility
- DALBAR Award-winning customer service
- Strength in our heritage with the ability to deliver on our promises

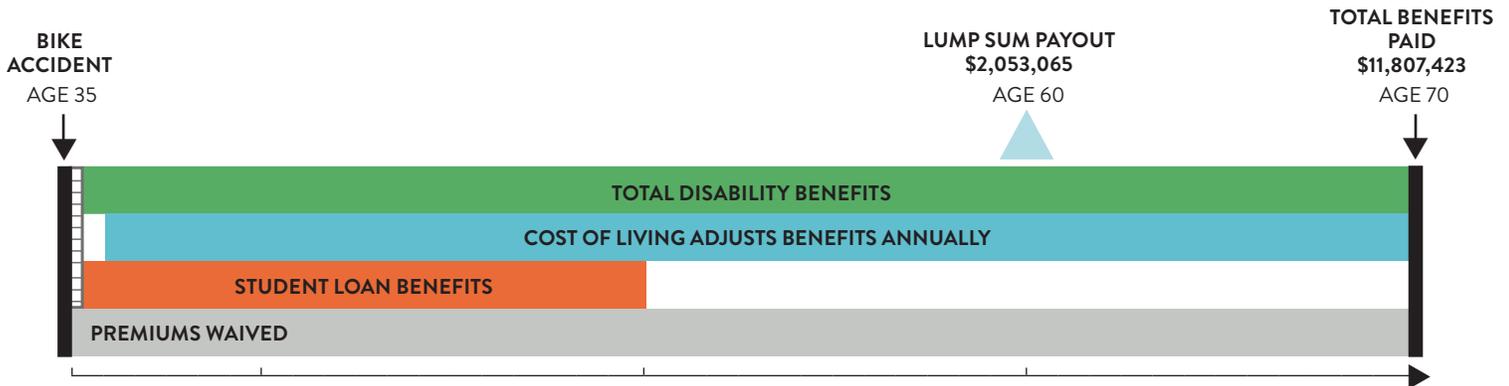
PROVIDER CHOICE POLICY SCENARIO

This claim illustration uses a policy configuration* commonly recommended to physician clientele.

- \$13,500 Monthly Benefit, To Age 70 Benefit Period, 90-day Elimination Period, Enhanced True Own-Occupation Definition of Total Disability, Partial Disability Rider, Student Loan Protection Rider, Lump Sum Disability Rider, 3% Cost of Living Adjustment (COLA)

DISABILITY

- During his weekly 20-mile bike ride, Robert is struck by a car.
- He loses part of his foot and suffers a spinal cord injury. As a result, he no longer has the ability to grasp surgical tools and perform surgery.



Policy's 90-day elimination period

Total Disability Monthly Benefit, \$13,500, pays through end of Benefit Period

VALUE: If he has the desire and the energy to continue consulting, he can. Provider Choice would continue to pay his full Total Disability Benefit because he can no longer perform his surgical duties.

Student Loan Protection Benefit pays additional monthly benefit of \$2,500 for 15 years

Cost of Living Benefit adjusts 3% annually after 12 months on claim, to Age 70

VALUE: This benefit will work to grow his monthly benefit from \$13,500 to \$36,881 in 35 years. This will also work to increase his Lump Sum payout at age 60.

Lump Sum Disability Benefit payout of \$2,053,065, equal to 35% of his Total Disability Benefits paid to age 60 (excludes Student Loan benefits)

VALUE: He can use this benefit at his own discretion based on his personal needs, lifestyle, and choices. Money can be used to make up for missed savings opportunities, branch off into another career, travel, anything he wants.

Talk to your insurance representative today about Provider Choice.

Example is for illustrative purposes only.

*The Student Loan Protection Rider provides coverage for a period of 10 or 15 years from the Policy Date. When a qualifying total disability occurs, benefits are only payable during the remaining portion of the 10- or 15-year term that has not elapsed when the disability begins. COLA is not necessarily protection against increases in the cost of living. This publication is provided for informational purposes only and should not be considered tax or legal advice. Please contact your tax or legal advisor regarding the tax treatment of the policy and policy benefits.

You should consult with your own independent tax and legal advisors regarding your particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.

Individual disability insurance policy forms 181D, 18UD underwritten and issued by Berkshire Life Insurance Company of America (BLICOA), Pittsfield, MA. BLICOA is a wholly owned stock subsidiary of and administrator for The Guardian Life Insurance Company of America, New York, NY. Product provisions and availability may vary by state. Optional riders are available for an additional premium. In New York: These policies provide disability insurance only. They do not provide basic hospital, basic medical or major medical insurance as defined by the New York State Insurance Department. For policy form 181D, the expected benefit ratio is 50%. For policy forms 18UD, 18GI, 18UD-F, the expected benefit ratio is 60%. The expected benefit ratio is the portion of future premiums that the company expects to return as benefits, when averaged over all people with these policy forms.

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