

WHEN 60% ≠ 60%

Executive Individual Disability Insurance (IDI)



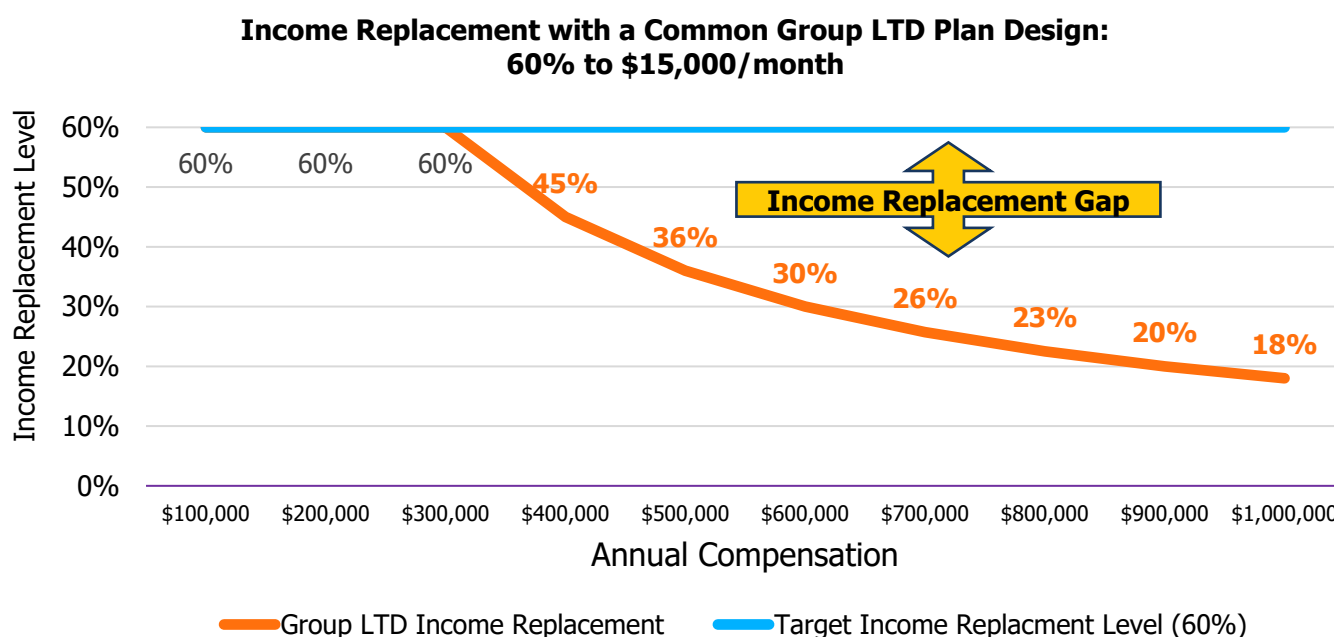
M Financial Group™

WHY DO HIGH-INCOME EMPLOYEES EXPERIENCE AN INCOME REPLACEMENT GAP?

- Employer-provided group long-term disability (LTD) insurance offers an excellent foundation for employees but is often insufficient to meet the needs of high earners.
- Group LTD plans typically do not protect incentive compensation such as bonus and commission.
- Group LTD benefits are generally taxable at time of claim further reducing income replacement.

The Result: Group LTD plans often do not adequately protect the earnings of high-income employees

AS COMPENSATION GOES UP...THE PERCENTAGE OF INCOME REPLACED GOES DOWN



HOW EMPLOYERS CAN HELP CLOSE THIS GAP?

Employer-sponsored Individual Disability Insurance (IDI) can help close this gap:

- Additional monthly benefits to increase total coverage and achieve a higher target income replacement level

Employer-sponsored IDI provides key advantages to an employee compared to them purchasing coverage on their own:

- Guarantee issue policies (medical exams and financial underwriting are not required)
- Policies are offered with unisex rates and deep premium discounts not otherwise available to individuals

**EMPLOYER-SPONSORED IDI CAN INCREASE COVERAGE TO AN
OPTIMAL BENEFIT LEVEL ENHANCING FINANCIAL SECURITY.**