



# International Disability UNDERWRITERS

## **BUSINESS PRODUCTS CATALOG**

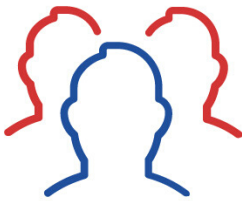
# WHY CHOOSE IDU?

- We pride ourselves on cultivating a high performing, diverse team with exceptional and various professional backgrounds and experiences.
- We consistently deliver unique, customized offers to our producers and clients with top-tier service.
- We have a dedicated team of veteran underwriters with a minimum of 10 years' experience each, totaling over 150 years of underwriting knowledge combined.
- We utilize cutting edge, proprietary technology to ensure quick, secure, and accurate, enrollment and sales support.



**Our mission is to deliver a multitude of diversified A&H products with distinguished, creative insurance offerings and superior underwriting expertise; bringing a new, comprehensive product portfolio to the excess and impaired disability marketplace.**

## WHO WE ARE



**TREAT CLIENTS AS PARTNERS**



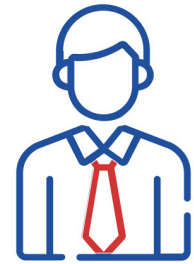
**UNDERWRITING EXPERTISE**



**INSURE THE TOUGHEST CASES**



**CUSTOMIZED SOLUTIONS**



## **KEY PERSON COVERAGE**

A *Key Person* is an individual or individuals who are instrumental to the success of an organization, whether that be a crucial relationship holder, top tier talent or a vital decision maker. When these indispensable persons are suddenly unable to work due to a Disability the fallout can be widespread and disastrous.

IDU's Key Person Disability Insurance is specifically designed to assist companies recover revenue losses and expenses incurred from either temporary or permanent loss of their top talent. Benefits can be used however the organization sees fit, including but not limited to:

- Recovery of Productivity Losses
- Recruitment/New Hire Expenses
- Succession Planning Costs
- Severance/Benefit Payments

### **DOMESTIC SHORTFALLS**

- Benefit Limits
- Inflexible Plan Designs
- Ages Above 65
- Impaired Health Risks
- Individuals with more than 50% business ownership

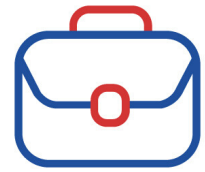
### **KEY FEATURES**

- Policy Terms up to 5 years
- Aggregate benefits exceeding \$50M
- Available Benefits Structures:
  - Monthly Benefit
  - Lump Sum Benefit
  - Combination Monthly + Lump Sum
- Own Occupation Definition of Disability
- Elimination Periods: 90 to 365 days or longer
- Monthly Benefit Periods: 12, 24 & 36 months
- Flexible Premium Payment Options
- Creative Underwriting Techniques
- Full Pay Premium Discounts Available

### **TARGET MARKETS**

- Corporate Business
- Venture Capitalists
- Technology Companies
- Law Firms
- Sales

**Personalized service with  
the products you need and  
underwriting expertise  
you want.**



# BUSINESS OVERHEAD EXPENSE (BOE)

The continued success and wellness of a private business is contingent on the maintenance of the day to day expenses. When basic overhead costs are disrupted by a business owner's disability, it is rare that the business can survive. IDU's Business Overhead Expense Disability Product equips these businesses with the ability to pay monthly expenses while the Disabled owner recovers or in the unfortunate case where the company must be liquidized and closure related costs are incurred.

## DOMESTIC MARKET SHORT FALLS

- Benefit Limits
- Employee Count Above 15
- Impaired Health Risks
- Ages Above 65
- High Risk Avocation Exclusions

## KEY FEATURES

- Policy Terms up to 5 years
- Aggregate benefits exceeding \$50M
- Benefits structured as either monthly or a combination of monthly plus lump sum
- Own Occupation Definition of Disability
- Elimination Periods: 30 to 365 days
- Monthly Benefit Periods: 12 to 36 months
- Flexible Premium Payment Options
- Waiver of Premium
- Presumptive Disability Benefits
- Full Pay Premium Discounts Available

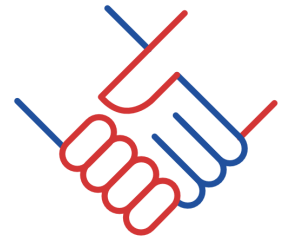
## **\*\*Coverage Designed to Reimburse Incurred Expenses:**

- Utilities
- Rent
- Leasing Costs
- Taxes on Business Premise
- Maintenance
- Depreciation
- Interest on Mortgage
- Property & Liability Insurance

## TARGET INDUSTRIES

- Small & Family Owned Business
- Dental Practices
- Gray & Blue Collar Business
- Law Firms
- Accounting Firms
- Medical Offices

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# BUY SELL COVERAGE

While disability insurance protection for Buy Sell & Buy Out needs is not unheard of, it's unfortunately still a seriously underutilized and overlooked tool in business continuation planning. Regardless of the size of a company, the risk of one of the owners experiencing total disability could mean financial disaster not only for the remaining partner(s) and disabled person, but also the people who depend on them – their employees and family members.

The Buy Sell Disability Product from IDU can either layer on top of an existing policy or provide coverage from dollar one, ensuring funding for 100% of the contractual disability buyout needs.

## **KEY FEATURES**

- Policy Terms up to 5 years
- Aggregate benefits exceeding \$50M
- Benefits structured as either Monthly, Lump Sum or Combination Payouts
  - Aggregates equaling total business value and percentage of ownership
- Own Occupation Definition of Disability
- Elimination Periods: 60 to 365 days or longer
- Monthly Benefit Periods: 12 to 60 months
- Flexible Premium Payment Options
- Requires copy of Buy Sell Agreement
- Payout triggered by Total Disability and maintained by execution of contract regardless of recovery from Disability
- Full Pay Premium Discounts Available

## **DOMESTIC SHORTFALLS**

- Family Owned Businesses
- Benefit Limits
- Conservative Risk Approach
- Ages Above 65

## **TARGET INDUSTRIES**

- Small & Family Owned Business
- Corporate
- Gray Collar
- Law Partners
- Accounting Firms
- Medical Professionals

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**UNDERWRITERS**



# **LOAN INDEMNIFICATION COVERAGE**

While Life & Disability Insurance protections are often required by Banks and other forms of lending agencies, not all types or limits of loans can be protected by traditional markets. With the Loan Indemnity Disability Product from IDU, individuals and companies that cannot obtain coverage from domestic carriers are able to avoid collaterally assigning personal disability benefits in addition to protecting themselves from defaulting.

## **DOMESTIC SHORTFALLS**

- Benefit Limits
- Impaired Health Risks
- Ages Above 65
- Untraditional Loan Agreements

## **KEY FEATURES**

- Policy Terms up to 5 years
- Aggregate benefits exceeding \$50M
- Benefits tailored to match exact amount and structure of loan obligation
- Reducing benefit amounts emulating ongoing payoff of loan reflected in reducing annual premiums
- Benefit Structured as either:
  - Monthly with reducing benefit period
  - Monthly + reducing Lump Sum
- Ability to include interest in benefit amount
- Own Occupation Definition
- Elimination Periods: 30 to 365 days
- Monthly Benefit Periods: matching term of loan
- Flexible Premium Payment Options
- Full Pay Premium Discounts Available

## **TARGET INDUSTRIES**

- Small & Family Owned Businesses
- Non-Traditional Lending Agencies
- Banks & Lending Institutions
- Gray Collar Business
- Private Practices
  
- Waiver of Premium
- Presumptive Disability Benefits
- Requires copy of executed loan agreement
- Ability to utilize recent domestic medical exams for top-up underwriting
- Transplant Benefit
- Optional Riders:
  - Residual

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expertise you want.**

# DEFINITION DETAILS

**Term of Insurance:** is the time period where the policy cannot be cancelled. Neither the terms nor policy can be altered by the carrier, provided the premium is paid on time.

**Elimination Period:** defined as the period of time for which the Insured must be continuously disabled before the benefits are payable. There are many options for EP.

**Benefit Period:** is the number of months that benefits are payable during a period of disability. IDU can offer both a monthly, lump sum or combination benefit periods.

**Policy Owner:** Generally, the Insured on the Schedule. If otherwise, the person who applies for insurance in conjunction with or on behalf of the Insured. At all times there must be a valid insurable obligation/interest between the owner and Insured.

**New Term of Insurance:** May be allowed or offered at expiration of previous policy, subject to underwriting.

**Premium Mode:** Premium payments are to be paid on a monthly, semi-annual, annual or single premium basis.

**Grace Period:** IDU's grace period will allow a period of thirty-one days for the payment of each premium due.

**Waiver of Premium:** Following the initial payment and if any unforeseen injury or illness occurs where the client becomes totally disabled and has satisfied the elimination period, the policy will waive future premium as long as the definition of disability is met.

**Own Occupation:** Insured is unable to perform the substantial & material duties of their occupation.

## BENEFIT DEFINITIONS

### Monthly Benefit Overview:

Once the Elimination Period has been satisfied, the monthly benefits will begin and are paid out until the Benefit Period has been exhausted or Total Disability ends, whichever the sooner.

### Lump Sum Benefit Overview:

Considered a career ending benefit, the Lump Sum is triggered by the Permanent Total Disability of the Insured, meaning they are not expected to recover or return to work. The benefit is paid out either following the exhaustion of the monthly benefit or once Elimination Period has been satisfied.

*\*Above definitions are summary language only and not exact replica of Policy Wording*

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