

5 GREAT REASONS TO SELL DISABILITY INCOME (DI) INSURANCE ON A GUARANTEED STANDARD ISSUE (GSI) BASIS

- **Multiple Policies, Minimal Underwriting.**

- The GSI Program provides simplified underwriting using short-form applications
- With GSI cases your time is spent on what you do best—Selling!
- Most efficient way to get your clients the income protection they need now

- **Practice Diversification.**

- GSI sales are a perfect complement to any “Executive” or “Employee” Benefits practice
- Every case offers multiple referred lead opportunities

- **Conference and Contract Credit.**

- DI insurance production credit counts dollar-for-dollar toward UNIFI’s Summit and Leaders Conference qualification
- DI insurance counts towards Contract Validation for full-time agents
- Hitting Life and DI insurance targets enhances production credit from your annuity and broker-dealer sales
- A single GSI case can make a big difference in your Conference and Contract qualifications

- **Competitive Renewals and Bonuses.**

- All GSI sales generate a 10% renewal stream
- Renewals are vested in years 2 through 10, and continue to be paid as service fees in year 11 and beyond
- The GSI program has its own bonus plan
- Add up to 5% to the renewal commissions by hitting in-force and persistency requirements

- **All the Support You Need.**

- Union Central Life’s DI/GSI Regional Wholesale Directors provide all the start-to-finish expertise you need
- We Design it—Help present it—Implement it and YOU get paid for it!!



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