



DISABILITY RESOURCE GROUP

Passion. Purpose. Protection.

The Big Three make Big Changes!!!

MetLife, Principal, and Union Central have big announcements effective immediately!

MetLife is now offering the Your Occ (True Own Occupation) to all 4M and 5I Medical Professionals which includes Dentists, Surgeons, and Anesthesiologists, up to age 45. As of today, it has been approved in 25 States. See pages 2 and 3 for further details and state approvals. They have also added a Return of Premium feature to their Transitional Your Occupation rider. See pages 4 and 5.

Principal now leads the industry with offering up to \$3 million in Disability Buy/Sell coverage. These limits are available for Occ Classes 3A, 4A, and 5A only and must have the 730 day elimination period and the 60 month pay out. They have increased the amounts available to other occ classes as well. These changes are available in all states. See page 6 and 7 for details.

Union Central is also offering the Own Occupation for the entire period (True Own Occupation) for Dentists and Surgeons up to age 49 and is approved in 29 states. See page 8 for further details and state approvals.

It is great to see these enhancements. We know that they will open new opportunities and allow you to revisit existing clients with good news. Please contact us with any questions and for proposals for each!

800.945.9719

www.drgdi.com



Expanded Eligibility Guidelines for Your Occupation Rider

MetLife has expanded the Your Occupation rider eligibility to include the 4M and 5I occupational classes.

The optional benefits available with individual disability income (DI) insurance policies help to further protect your clients, tailoring coverage to their unique needs.

MetLife's Your Occupation rider removes the "not gainfully employed" limitation from MetLife's definition of Total Disability so that if the insured is prevented from performing the material and substantial duties of their regular occupation due to an injury or sickness, but is gainfully employed in another occupation, the Total Disability benefit will be payable as long as the insured is under the appropriate care of a physician.

Now you can offer this valuable optional benefit to more physicians, surgeons, and dentists. Some of the additional eligible specialties include:

- Anesthesiologists
- Oral Surgeons
- Periodontists
- Optometrists
- Psychiatrists

Contact your representative for a complete list of specialties.

Please note: The Your Occupation rider is not available in California.

To be eligible to apply for the Your Occupation rider, your client must be:

- Age 45 or younger
- Within occupational class 6S, 6A, 5A, 5S, and now 5I & 4M
- Applying for fully underwritten OMNI Advantage or OMNI Select DI policies
- Applying for the Residual Disability Benefit rider

Additionally, the Your Occupation rider has a maximum issue limit of \$16,000 per month for 6S, 6A, 5A and 5S and \$11,000 per month for 4M and 5I.

Please contact me today for more information about MetLife's Your Occupation rider or MetLife's comprehensive disability income portfolio of products.

FOR USE WITH PRODUCERS ONLY— NOT FOR USE WITH THE GENERAL PUBLIC

Your Occupation Coverage for Invasive Physicians, Surgeons and Dentists

MetLife's Your Occupation Rider removes the "not gainfully employed" requirement from our definition of Total Disability - so that if the insured is prevented from performing the material and substantial duties of their regular occupation due to an injury or sickness, but is gainfully employed in another occupation, the Total Disability benefit will be payable as long as the insured is under the appropriate care of a physician. The Your Occupation Rider is now available to more medical and dental occupations in occupational classes 5I and 4M. Some of the additional eligible specialties include:

- Anesthesiologists
- Oral Surgeons
- Periodontists
- Optometrists
- Psychiatrists

Contact your representative for a complete list of specialties.

Additional Provisions:

- To qualify, an applicant must be age 45 or younger
- Must also purchase the Residual Disability Benefit Rider

In addition:

- The Your Occupation Rider continues to be available to occupational classes 6S, 6A, 5A, 5S (and now 5I & 4M)
- Maximum issue limit of \$16,000 per month for occupational classes 6S, 6A, 5A and 5S and \$11,000 per month for occupational classes 4M and 5I
- Applicable to fully underwritten OMNI Advantage and OMNI Select DI policies

**Now available (as of March 18, 2008) in the following states:
Alabama, Alaska, Arkansas, Colorado, Connecticut, Delaware,
DC, Idaho, Iowa, Kansas, Maryland, Missouri, Nebraska, New
Hampshire, Ohio, Oklahoma, Pennsylvania, Rhode Island,
South Carolina, South Dakota, Texas, Washington, West
Virginia, Wisconsin and Wyoming**

In addition to the expanded availability of the Your Occupation Rider, we are also introducing changes to the current Transitional Your Occupation (TYO) Rider. These changes were developed based on field and customer input and seek to add value to the TYO Rider.

Changes and Updates to the Transitional Your Occupation Rider:

- Added a refund of premium component to the rider language, which would refund a portion of the premium paid for the rider, when the benefit paid is less than the maximum benefit, when other in force disability benefits are also paid during a Transitional Disability.
- The maximum benefit period language has been removed from within the rider language itself and put on page 3 of the policy instead. Currently, we have three versions of TYO that only differ in the maximum benefit period language (5 years, 10 years and to age 65). Placing the maximum benefit period on page 3 of the policy will allow us to have one version of the rider from a language and form number perspective.
- The description of the 5 year TYO benefit period has been revised to begin after the end of the elimination period, while the insured actually meets the TYO definition. Previously, the 5 year TYO Rider stated that the 5 year benefit period began immediately after the end of the elimination period, whether the insured met the TYO definition or not, instead of beginning when the insured met the TYO definition. This will provide a longer period of eligibility for TYO benefits when a Transitional Disability follows a Total and/or Residual Disability.
- New lower rates for the Transitional Your Occupation Rider have been implemented.
- With these changes we find it is no longer necessary to offer the 10 year TYO Rider and with these changes the 10 year TYO Rider will no longer be an available option.

Underwriting Transition Rules – How to add these new features to inforce policies and policies in underwriting prior to this announcement:

Any existing occupational class 4M and 5I policyholders who are now eligible for Your Occupation, may exchange the TYO Rider for the Your Occupation Rider and can do so with written notice.

Up to 90 days after the New Your Occupation rates for occupational classes 4M and 5I are approved in the applicable state, if the policy was *issued within 90 days prior* to that state's approval.

- For policies issued more than 90 days prior to state approval and for requests to exchange the riders more than 90 days after the applicable state approval, a new application will be required.
- Subject to underwriting approval, the *new TYO Rider* will be issued with respect to *all* pending applications where TYO has been applied for in approved states using the current application selection for TYO.
- In states that have approved the new TYO Rider, the current 10 year TYO Rider will remain available until 90 days after a state approves the new TYO Rider.
- Any existing policyholder who would like to exchange the old TYO Rider for the new one, can do so with written notice, *up to 90 days after* the new TYO Rider is approved in the applicable state, if the policy was *issued within 90 days prior* to that state's approval

Both the Your Occupation Rider and TYO Rider changes are being introduced as state approvals become available. Both are now available (as of March 2008) in the following states: Alabama, Alaska, Arkansas, Colorado, Connecticut, Delaware, DC, Idaho, Iowa, Kansas, Maryland, Missouri, Nebraska, New Hampshire, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, South Dakota, Texas, Washington, West Virginia, Wisconsin and Wyoming.

States that have not yet approved the new features and rates:

In the states that have not yet approved the new Transitional Your Occupation Rider and the new Your Occupation rates for occupational classes 4M and 5I, the current TYO Riders continue to be available to occupational classes 4M, 4A, 5I, 5S, 5A, 6A and 6S up to issue age 59, and the current Your Occupation Rider continues to be available to 5S, 5A, 6A and 6S occupational classes up to issue age 45. We will continue to provide you with updated communications as additional states approve and we implement the new Your Occupation rates and the new TYO Riders in those states as they approve.

PRINCIPAL LEADS THE INDUSTRY WITH INCREASED DBO LIMITS

- **Increased Issue and Participation (I&P) Limits**

- Principal now **leads the non-cancelable DBO industry** with a maximum aggregate benefit up to **\$3 million** with the lump sum benefit of **\$2 million** when selecting an occupation classification of 5A, 4A or 3A, 730 elimination period and a 60 month benefit factor.
- Additional increases to the issue limits for other lump sum and monthly payout.
- Medical market (5A-M, 4A-M and 3A-M) also has targeted increased issue limits for lump sum and period payout, with up to maximum I&P limit of \$1.5 million.

Any new business applications that you currently have in underwriting will be considered under these new guidelines. See attached PDF for a list of increased issue limits.

- **Consideration of DBO on businesses with value up to \$20 million.**

- When a business value was more than \$10 million, we would not consider DBO coverage. Now, individual consideration will be given when the business value is up to **\$20 million**. The main factors that will be reviewed at these values are the number of owners and whether any business owner's ownership interest exceeds \$5 million.

For consideration of businesses with value above \$10 million, please contact your disability underwriter.

- **Consideration of individuals with less than 10% ownership interest.**

- Ownership interests of as little as **5%** can be insurable in businesses, if there are at least 4 active owners and no one owner has more than 80% ownership interest.



Disability Buy-Out Insurance
Maximum Issue and Participation Limits
by Occupation Class

Lump Sum

Elimination Period	5A, 4A, 3A	5A-M, 4A-M	3A-M	2A	A
365 day	\$1,500,000	\$1,250,000	\$1,250,000	\$750,000	\$250,000
540 day	\$1,750,000	\$1,500,000	\$1,500,000	\$1,000,000	\$500,000
730 day	\$2,000,000	\$1,500,000	\$1,500,000	\$1,250,000	\$750,000

Monthly Benefit Factors 24 and 36

Elimination Period	5A, 4A, 3A	5A-M, 4A-M	3A-M	2A	A
365 day	\$1,750,000	\$1,500,000	\$1,250,000	\$1,250,000	\$500,000
540 day	\$2,000,000	\$1,500,000	\$1,500,000	\$1,500,000	\$750,000
730 day	\$2,500,000	\$1,500,000	\$1,500,000	\$1,750,000	\$1,000,000

Monthly Benefit Factor 60

Elimination Period	5A, 4A, 3A	5A-M, 4A-M	3A-M	2A	A
365 day	\$2,000,000	\$1,500,000	\$1,250,000	\$1,500,000	\$500,000
540 day	\$2,500,000	\$1,500,000	\$1,500,000	\$1,750,000	\$750,000
730 day	\$3,000,000	\$1,500,000	\$1,500,000	\$2,000,000	\$1,000,000

Changes in orange

For producer information only – Not for client presentation

Principal Life Insurance Company, Des Moines, Iowa 50392-0001
 February 2008 | Approval #1434022010

Effective March 18th Union Central will be offering an Own Occupation for the entire benefit period definition of total disability for all Dental and Surgical specialties.

Issue Ages: up to Age 49

Occupations Included:

Dentist, Endodontist, Orthodontists, Periodontists and all Surgical specialties. Availability is subject to state approval. This enhancement does **not** apply in California or Florida.

Transition Rules:

Any case in underwriting at the time of state approval will be issued with Own Occ upon request from the agent. Any policy issued within the last 60 days prior to state approval, can be reissued to include Own Occ, so long as the request is received within 90 days of the issue or state approval date, whichever is later.

State Approvals:

**AK, AL, AR, AZ, CT, DC, DE, GA, ID, KS, LA,
MD, ME, MN, MO, MT, NC, ND, NH, NM,
OH, OK, SD, TN, TX, WA, WI, WV, WY**