



TheStandard

Platinum Advantage Easy Answer Cards

Quote the right product at the
right price — with this easy guide.

Income Protection Insurance

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Standard Insurance Company | The Standard Life Insurance Company of New York
19002E (7/20) SI/SNY

Base Contract + Residual = the Right Fit for Many Buyers

What's in the base contract? Plenty!

- Regular Occupation Definition of Disability¹
- Unlimited Mental/Nervous for 5A, 4A and 3A, as well as 5P, 4P, 4S and 3D²
- Guaranteed Renewable contract
- Family Care Benefit: a unique offering that is growing rapidly in popularity³
- Along with:
 - Total Disability (no residual)
 - Rehabilitation Benefit
 - Survivor Benefit
 - Transplant Surgery Disability Benefit
 - Waiver of Premium Benefit
 - Presumptive Disability Benefit
 - Option to suspend for military service
- Two future benefit growth riders included at no cost:⁴
- Automatic Increase Benefit Rider
- Benefit Increase Rider

Who's a good fit for the base contract?

5A/4A Occupations:

- Corporate executives/managers
- Attorneys, other than trial attorneys or equity partners
- CPAs, architects, IT professionals, engineers, consultants, contractors, paralegals

5P/4P Occupations:

- Optometrists, Therapists (M/A or doctorate degree)
- Small-animal veterinarians
- Some non-invasive physicians

3A Occupations:

- Real estate professionals
- Ministers
- Property managers
- Social workers (MSW)
- Many others

Why add a residual rider to the base contract?

We recommend adding a residual rider to all quotes as a best practice.⁵ Residual gives policyowners the comfort of knowing they can return to work part-time without losing their disability coverage.

Which residual rider fits which client?

See the next two cards for information on selecting the best option.

1 In Florida, policyowners receive an own occ definition for the first 12 months.

2 In California, a 24-month limitation is placed on all policies.

3 Not available in California, Connecticut or New York.

4 Issued with all eligible policies for no additional premium.

5 In California, a residual rider is required.

Which Residual Disability Rider: Short-Term, Basic or Enhanced?

Short-Term Residual

Designed for:

- Blue- and gray-collar occupations

5% added to base contract premium

Basic Residual*

Designed for:

- Most white-collar and medical occupations
- People who would find the premium savings meaningful compared to Enhanced Residual

7% added to Short-Term

Enhanced Residual

Designed for:

- Business owners, equity partners, i.e., people who may not show an immediate earnings loss
- People in specialized work

6% added to Basic

A Better Basic Residual Disability Rider:

Our Basic Residual Rider is equivalent to most other carrier's best residual riders.

Why do most clients need a Residual Disability Rider?

The majority of clients will benefit when you add the appropriate residual rider to our very strong base contract.

With any Residual Disability Rider, insured customers can feel confident about returning to work part-time and still qualify for a benefit. The next card offers in-depth detail on all three Residual Disability Riders.

* The Basic Residual Disability Rider is not available in California. See the next page for more information.

Want More Information on Residual Disability Riders?

Short-Term Residual

Available only to Occ Classes 2A, 2P, A, B

Pays up to 6 months of benefits

Insured must show a loss of income and an inability to perform one or more duties or inability to perform all duties for more than 50% of the time during the waiting period and the benefit period.

Recovery Benefit not included.

Designed for:

People in blue- and gray-collar occupations who need an affordable way to protect against a partial earnings loss

Basic Residual

Available to all Occ Classes except A and B

Up to 6-month payment of at least 50% of the benefit amount (could be higher)

Insured must show a loss of income and either a loss of time or duties during the waiting period and the benefit period.

Recovery Benefit included; requires the insured to return to the same occupation.

Designed for:

Most clients other than those listed at the right

People who would find the premium savings meaningful compared to Enhanced Residual

Enhanced Residual

Available to all Occ Classes except 2A, 2P, A, B

Up to 12-month payment of at least 50% of the benefit amount (could be higher)

Insured is residually disabled during the benefit waiting period by showing a loss of time or duties or income. Therefore, they could satisfy the waiting period with no earnings loss.

Recovery Benefit included; allows the insured to return to the same or different occupation.

Designed for:

People who may not show an earnings loss upon losing some time or duties (e.g., business owners, equity partners, etc.)

Reason: They could satisfy the waiting period despite showing no earnings loss.

People in specialized work

Reason: Insured is not required to return to their regular (or same) occupation to be eligible for the Recovery Benefit.

Residual in California

In California, a Residual Disability Rider is added to all policies. Occupation classes 2A, 2P, A and B will receive the Short-Term Residual Disability Rider. All others will receive the Enhanced Residual Disability Rider. In California only, the Basic rider is not available and the Short-Term rider requires only an income loss to qualify for benefits.

Which Definition of Disability: Regular Occupation or Own Occupation Rider?

Regular Occupation (base contract)

- Appropriate for nearly all occupations
- Specialty language for physicians and dentists included
- Unable to perform duties of your regular occupation, and not engaged for wage or profit in another occupation

Own Occupation Rider

- Designed for highly specialized occupations, such as surgeons, trial attorneys and others who may become disabled in their specialty but continue to work in another occupation
- Specialty language expanded to include trial attorneys
- Unable to perform the duties of your regular occupation and allowed to work in another occupation while still receiving Total Disability Benefit

5-16% premium added to the base contract depending on occupation class and age

Other For-Cost Riders Available: Cost of Living Benefit, Catastrophic Disability Benefit,¹ Student Loan Rider.²

¹ Not available in Connecticut.

² Not available in Connecticut or New York.

Discounts

Employer-Based Multi-Life

Provides a 10% discount when applications on three or more lives from the same employer, or as few as two business owners, are submitted within six months.

This is also available to contract (1099) workers sharing a common worksite.

Preferred Occupation

Provides a 10% discount to some 5A occupations including but not limited to executives earning at least \$75,000 a year, CPAs and Ph.D. scientists.

Multi-Product

Provides a 5% discount if the insured is approved for and accepts a Business Overhead ProtectorSM or Business Equity ProtectorSM policy too.

Business Owner

Provides a 10% discount for qualifying business owners.

Combine Discounts for Great Savings!



5% Multi-Product

+



10% Business Owner

15% Total Discount



10% Multi-Life

+



10% Preferred Occ

20% Total Discount



5%
Multi-Product

+



10%
Multi-Life

+



10% Business
Owner

25% Total Discount

Platinum Advantage

The Standard is a marketing name for StanCorp Financial Group, Inc. and subsidiaries. Insurance products are offered by Standard Insurance Company of Portland, Oregon, in all states except New York, where insurance products are offered by The Standard Life Insurance Company of New York of White Plains, New York.

Product features and descriptions may vary by state.

The policy has exclusions, limitations, under which the policy may be continued in force or terminated. Please consult the sample policy for additional information.