

SHOCKING INDIVIDUAL DISABILITY INSURANCE (IDI) FACTS REVEALED!

MILLIONS GO WITHOUT COVERAGE

25% will become disabled for three months or more

Anyone who depends on a paycheck needs disability insurance. According to Council for Disability Awareness, every seven seconds, an American worker will be unable to earn a paycheck for at least one month, due to an illness or disability.¹ Yet 67 percent of the private sector have no long-term disability coverage.²



EMPLOYERS PAY THE COST FOR FAILING TO OFFER DISABILITY INSURANCE!

Employees less likely to return to work

On average, it takes employers 42 days to replace a worker at an average cost of \$4,169. Employees without disability insurance are less likely to return to work after suffering an illness or injury. Failing to offer disability insurance costs employers in other ways too. The benefit package is an important consideration for three-quarters of job applicants and almost two-thirds of employees feel stronger loyalty to an employer who offers a comprehensive benefit package.³



DESPERATE FAMILIES FILE FOR BANKRUPTCY!

Filings rise for seriously ill

The second most common cause of disability is cancer. Medical debt is the number one reason for bankruptcy filings.⁴ Even for those with health insurance, expenses often rise for those with serious or chronic illnesses. Out-of-pocket expenses vary and average from \$2,500 to more than \$5,000 in the first year.⁵ Two-thirds of cancer-related expenses, like transportation, parking, wigs, food supplements and child care, are non-medical.



Sources:

1. Council for Disability Awareness. (2015, May 12). The Disability Disconnect: Do You Know the Odds?
2. Social Security Fact Sheet
3. Council for Disability Awareness. Disability Insurance: A Benefit for All
4. The Motley Fool. (2017, May 1). This is the No. 1 Reason Americans File for Bankruptcy
5. Milliman Research Report. (2017, April). A Multi-Year Look at the Cost Burden of Cancer Care
6. Office of the Assistant Secretary for Planning and Evaluation, U.S. Department of Health and Human Services. Poverty Guidelines 2018.
7. Social Security Administration. National Average Wage Index

THE TRUTH ABOUT GROUP LTD

High earners are frighteningly under-insured

The typical employer-sponsored LTD benefit is two-thirds of salary and is limited to a \$5,000 monthly benefit. That could equate to less than 40% of monthly salary to someone earning \$150,000 or more. An IDI benefit can supplement the Group LTD benefit to replace up to 70% of income.

INDIVIDUAL DISABILITY PREMIUMS LOWEST IN YEARS!

Buy now, waiting is always costly

IDI can be very affordable, especially when purchased as part of a multi-life program. With a Guaranteed Standard Issue plan, underwriting may be avoided entirely. Multi-life plans are gender neutral, a significant savings for females.

SOCIAL SECURITY DISABILITY BENEFITS SHOCKINGLY LOW!

Only slightly above poverty level

For those finally approved for Social Security disability benefits, the average monthly benefit is only \$1,197 or \$14,364 annually. That is barely above \$12,140, the federal government Poverty Guideline⁶ of for a single household and only 30% of the 2016 average wage.⁷ Relying on the government as a safety net for disability is risky at best and could be a path to the poor house.

DI Done Right

4444 ZION AVENUE • SAN DIEGO, CA 92120
800-898-9641 • www.diservices.com

disability
insurance
services **dis**