

Business owners!

When you own your own business, you're faced with an array of hidden expenses. Utilities, technology expenses, promotion, cleaning fees, employee salaries – it can quickly add up. Only some expenses are in your control, and many people take into their control what they can. If you've opted out of your business' workers' compensation coverage on yourself, consider this:

Workers' compensation is designed to protect employees in the case of an injury on the job. Disability income insurance (DI) is designed to provide income protection in case of disability due to illness or injury, only these benefits apply 24/7, not just when you're working.

You can use a DI benefit for any expense you choose – mortgage, cell phone bill, internet, loans, et cetera.



Next question: How much?

How much DI coverage do you need, and what will it cost? This can be as simple as 1-2-3:

1 The M.U.G.® Plan.

This stands for **M**ortgage, **U**tilities, and **G**roceries – the basic things you and your loved ones would need if you were unable to work for a period of time. Start with the M.U.G.® plan to figure out how much money you would need per month to cover your basic expenses.

2 How long do you want to receive your monthly benefit payment?

A disability isn't always a lifelong condition. For context, the average claim for Illinois Mutual policyowners lasts just under a year – 11.91 months.¹

3 How long you would want to go before your DI monthly benefit payment kicks in?

This decision can be personal, because you need to take into account how long your savings would last.



Business Expense (BE)

Many business owners also consider Business Expense insurance. This can help pay for regular expenses related to your business such as office space and utilities while you can't work due to a disability. With Illinois Mutual, business owners may be eligible to receive a 5% premium discount on both DI and BE premiums² when both policies are submitted at the same time and issued.

Disability Income Insurance (DI)

Most of us don't go around every day thinking about the possibility of becoming disabled. Yet, many people do know of the importance of life insurance to protect families. You need DI for the same reason you need life insurance. In fact, studies show more than 1 in 4 of 20-year-olds can expect to be out of work for at least a year because of a disabling condition before they reach the normal retirement age.³

Return of Premium (ROP)

With any insurance policy, there is always the hope that you won't ever need the benefit. Return of Premium DI gives policyowners peace of mind that they are covered if they do become disabled and unable to work – and also receive 100% of eligible premiums back at the end of the policy, less any benefits paid.⁴



Questions? Contact me!

¹Based on Illinois Mutual internal proprietary claims data including claims with payments from 1/1/1986 – 9/30/2019.

²Multi-policy discount is not available in FL.

³Social Security Administration, Disability and Death Probability, Tables for Insured Workers Born in 1998 <https://www.ssa.gov/oact/NOTES/ran6/an2018-6.pdf>, Table A

⁴Available at an additional cost. The Return of Premium Rider returns 100% of premiums paid less any benefits received when the insured attains ages 65 to 67. Beginning with the fifth policy year, the policyowner is eligible to receive a portion of the premiums paid, less any benefits received. The policy ends after the return of premium is paid and may not be reinstated.

Policy Form DI105, Disability Income Policy; Policy Form 9266, Return of Premium Rider; Policy Form BE105, Business Expense Policy

Not available in AK, CA, DC, HI or NY. Coverage and availability may vary in other states. These policies have exclusions, limitations and terms under which the policies or options may be continued or discontinued. For costs and complete details of the coverage, limitations, exclusions and terms, contact Illinois Mutual.