

The Northwestern Mutual Life Insurance Company



MAXIMIZING
your
PROTECTION

WITH INDIVIDUAL
DISABILITY INCOME (DI) INSURANCE

I have Group disability insurance coverage through my employer.

isn't that enough?

How important is it to **MAXIMIZE** your **DISABILITY INCOME PROTECTION**?

The Group disability insurance (Group LTD) provided through your employer is truly a valuable benefit, and one that not all employers provide.¹

But does this type of disability income protection *meet all of your needs?*

Were you aware that most Group LTD plans

- Insure a portion (typically 60%) of base salary only?
- May not include deferred compensation, commission income, or regular incentive bonuses?
- Have an upper limit on the benefit amount?
- Are taxed as ordinary income – when the employer pays the premium?
- Reduce the benefit amount if you receive disability benefits from Social Security or state disability benefit programs?

As a result, the income protection you have in place may be less than you think. Consider these examples:

Annual Salary	Monthly Salary	Monthly LTD Benefit*	LTD Benefits as a % of Income
50,000	4,167	2,500	60%
100,000	8,333	5,000	60%
150,000	12,500	7,500	60%
200,000	16,667	10,000	60%
250,000	20,883	10,000	48%
300,000	25,000	10,000	40%
500,000	41,667	10,000	24%
750,000	62,500	10,000	16%

*60% of salary with a \$10,000 benefit limit

Because of typical Group LTD plan features, this type of coverage by itself could leave you *significantly under-protected.*

Contact a financial representative today about maximizing your disability income insurance coverage to protect your financial future.

¹ According to the U.S. Bureau of Labor Statistics in 2006, only 30 percent of all workers in private industry were covered by long-term disability income insurance.

Being out of the workforce – even for a short period of time – can be devastating financially. Even with much of your salary protected, the remaining shortfall could cost you your savings, your home, and your family’s future – everything you’ve worked so hard to build.

Doesn’t it make sense to *maximize the benefits you could receive* if you’re unable to work due to illness or injury?

Purchasing supplemental individual disability income (DI) insurance can help maximize your protection.

Consider the same examples as before, but this time a supplemental individual DI policy is added to the picture:



Annual Salary	Monthly Salary	Additional Individual DI Policy+	Total Monthly Benefit – Group & Individual DI	Total DI Benefits as a % of Income	
				Without Supplemental Individual DI	With Supplemental Individual DI
50,000	4,167	870	3,370	60%	81%
100,000	8,333	1,080	6,080	60%	73%
150,000	12,500	1,580	9,080	60%	73%
200,000	16,667	2,080	12,080	60%	72%
250,000	20,883	4,420	14,420	48%	70%
300,000	25,000	6,750	16,750	40%	66%
500,000	41,667	15,000*	25,000*	24%	56%
750,000	62,500	15,000*	25,000*	16%	40%

Adding a supplemental individual DI policy helps *ensure maximum coverage and benefits* in the event of a disability.

The extra coverage can give you resources and options to deal with a disability in the best way possible. And individual DI coverage is portable. It stays with you even if you change employers.

+Individual policy premium employee paid. Assumes no other disability income insurance is in force other than non-contributory Group LTD. Amounts subject to underwriting rules, which may include financial documents and tax returns.

*Illustrated amounts do not apply to persons in medical occupations.

**Disability Insurance products
from Northwestern Mutual**

Individual Disability Income Coverage – For personal protection. For Small Business, including a MultiLife discount for qualifying groups.

Group Disability Income Coverage – Long-term or short-term coverage for groups of three or more people.

Interim-Term Disability Coverage – Provides temporary coverage until an employee qualifies for employer-sponsored disability coverage.

Disability Overhead Expense Coverage – Provides a monthly benefit for covered overhead expenses when a business owner is totally or partially disabled. Reimburses a business owner for covered overhead expenses that continue during a total or partial disability.

Disability Buy-Out Coverage – Funds a disability buy-out agreement with a lump-sum or installment payments.

Key-Person Disability Coverage – Provides a benefit to the business in the event the key person is disabled.

DISABILITY INSURANCE PRODUCTS

Product availability is subject to state approval. Disability insurance policies contain exclusions and limitations that could affect individual coverage. For costs and more complete details, consult a Northwestern Mutual Financial Network Representative.

Carefully consider financial strength, contract language, optional benefits and difference in premiums before replacing a disability income insurance policy. It may be more prudent to supplement existing coverage with a new policy.

Northwestern Mutual Financial Network[®] is a marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Company (Northwestern Mutual), Milwaukee, WI, and its subsidiaries and affiliates. The products and services referenced are offered and sold only by appropriately appointed and licensed entities and Financial Representatives.

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