



The Standard

# 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**

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## Base Contract + Residual = the Right Fit for Many Buyers

### What's in the base contract? Plenty!

- Regular Occupation Definition of Disability<sup>1</sup>
- Guaranteed Renewable Policy
- Family Care Benefit: a unique offering growing rapidly in popularity<sup>2</sup>
- Along with:
  - Total Disability (no residual)
  - Unlimited Mental and Nervous Disorder coverage<sup>3</sup>
  - 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:<sup>4</sup>
  - Automatic Increase Benefit Rider
  - Benefit Increase Rider

### Who's a good fit for the base contract?

#### 5A/4A Occupations:

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

#### 5P/4P Occupations:

- Pharmacists, therapists (master's or doctorate degree)
- Small-animal veterinarians
- Select 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.<sup>5</sup> 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.

<sup>1</sup> In Florida, policyowners receive an own occupation definition for the first 12 months.

<sup>2</sup> The Family Care Benefit is not available in California or New York.

<sup>3</sup> 5A, 5P, 4A, 4P, 4S and 3A occupation classes may choose a 24-month benefit

limitation. The 24-month benefit limitation is required for 3P, 3D, 2A, 2P, A and B occupation classes and all California policies.

<sup>4</sup> Issued with all eligible policies for no additional premium.

<sup>5</sup> 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 carriers' best residual riders.

### Why do most clients need a Residual Disability Rider?

Clients gain additional income protection 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.

# Want More Information on Residual Disability Riders?

## Short-Term Residual

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

Pays up to six months of benefits

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Insured must show a loss of income and an inability to perform one or more duties or an inability to perform all duties for more than 50% of the time during the waiting period and the benefit period<sup>1</sup>

Recovery Benefit not included

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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 Occupation Classes except A and B

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

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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 insured to return to same occupation

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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 Occupation Classes except 2A, 2P, A, B

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

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Insured is residually disabled during the benefit waiting period by showing a loss of time or duties or income and could therefore satisfy the waiting period with no earnings loss

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

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Designed for:

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

Reason: 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

<sup>1</sup> In California, the Short-Term Residual Disability Rider requires only an income loss to qualify for benefits. See The Standard's IDI Product Guide for complete information.

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

### Regular Occupation (base contract)<sup>1</sup>

- 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**

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Other For-Cost Riders Available: Cost of Living Benefit, Catastrophic Disability Benefit,<sup>2</sup> Student Loan Rider<sup>3</sup>

<sup>1</sup> In Florida, policyowners receive an Own Occupation definition for the first 12 months

<sup>2</sup> In California, a Catastrophic Disability Benefit will be paid only if the insured individual is presumptively disabled.

<sup>3</sup> The Student Loan Rider is not available in New York.

# Discounts<sup>1</sup>

## Employer-Based Multi-Life<sup>2</sup>

This 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

This provides a 20% discount<sup>3</sup> to some 5A occupations including but not limited to executives earning at least \$75,000 a year, attorneys (including judges with law degree), CPAs and Ph.D. scientists.

## Multi-Product

This provides a 5% discount if the insured is approved for and accepts a Business Overhead Protector<sup>®</sup> or Business Equity Protector<sup>SM</sup> policy too.

## Business Owner

This provides a 10% discount for qualifying business owners.

## eApply

This provides a 5% discount on Platinum Advantage policies for using both the eApp and Electronic Medical Questionnaire.<sup>4</sup>

## Combine Discounts for Great Savings



5% Multi-Product

+



10% Business Owner

**15% Total Discount**



5% Multi-Product

+



10% Multi-Life

+



10% Business Owner

**25% Total Discount**



10% Multi-Life

+



20% Preferred Occ<sup>3</sup>

+



5% eApply

**35% Total Discount**

<sup>1</sup> Availability of discounts varies by state. See The Standard's IDI Product Guide for complete information.

<sup>2</sup> The Employer-Based Multi-Life Discount is not available for government employees.

<sup>3</sup> 10% discount in SC.

<sup>4</sup> EMQ is not available in NY or SC. In NY, the eApply Discount is available with the use of The Standard's eApp and TeleApp.

See [standard.com/di](http://standard.com/di) for up-to-date information about the Residency Multi-Life Discount for residents and fellows at accredited hospitals and university medical centers.