

Employer-Sponsored

SUPPLEMENTAL EXECUTIVE DISABILITY INCOME: IIRP

The Need:

Broad based LTD typically covers most, but not all participants, up to the **Intended Income Replacement Percentage (IIRP)** (60%, 65% or 70%). It may also exclude incentive compensation from coverage, which may be counted on to meet household expenses. Monthly LTD caps severely limit income replacement.

Methods of Implementation:

- Corporate Paid for specific individuals or different benefit levels
- Voluntary offering to highly compensated/ those impacted by monthly LTD cap.

Underwriting Programs available:

- Guaranteed Issue
- Guaranteed Issue with underwritten excess buy up
- Fully underwritten

Carriers Available:

- Traditional
- High Limit Specialty Carriers

Monthly Maximum:

- Up to \$250,000/month

Data needed for sample pricing: Census of those to be covered to include DOB, Gender, Job Title and Income.