

# GROUP BUSINESS OVERHEAD EXPENSE INSURANCE

## Insurance Summary - Standard Issue<sup>1</sup>

Business Overhead Expense insurance is designed to help you keep your business up and running should you become disabled under terms of the policy and unable to work.

Insurance Specialists Inc. (ISI) has negotiated exclusive rates for your Association to provide quality insurance products underwritten by New York Life Insurance Company, the largest mutual insurance company in the United States.\*

### Eligibility

All Active Members of a participating association in good standing under age 60 who are actively at work on a full-time basis for at least 20 hours per week.

### Maximum Benefit Amount

Age	Maximum Benefit	Minimum Benefit	Increments
Ages 18- 54	Up to \$20,000 per month	\$500 per month	\$500 increments
Ages 55- 59	Up to \$10,000 per month	\$500 per month	\$500 increments

### Waiting Period

You may choose from a 15-day or 30-day waiting period. This is the length of time from when you are first disabled until your first benefit can be paid. Opting for a longer Waiting Period may reduce the cost of insurance.

### Benefit Duration

Benefits can continue until you receive the equivalent of up to 24 monthly benefit payments.

### Rates at a Glance

#### Monthly Rates Per \$1,000 Benefit

Age	15 Day Waiting Period	30 Day Waiting Period
Under 30	\$4.30	\$3.20
30-34	\$6.40	\$5.00
35-39	\$6.40	\$5.00
40-44	\$10.30	\$8.50
45-49	\$10.30	\$8.50
50-54	\$18.30	\$15.60
55-59	\$18.30	\$15.60
60-64	\$37.30	\$33.40
65-69	\$37.30	\$33.40

Rates are current as of 2/1/23 and are subject to change. Rates increase at these and subsequent five-year age intervals until age 70 when coverage ends. Rates above are for all eligible members, regardless of gender or smoker status. Rates shown are for monthly mode, 24-month benefit duration, and 15-day / 30-day waiting periods. Other payment modes are available, please contact ISI Insurance Specialists at **1-888-451-0883** for a full list of benefits.

\* Based on revenue as reported by "Fortune 500 ranked within Industries, Insurance: Life, Health (Mutual)," Fortune magazine, 6/5/23. For methodology, please see <https://fortune.com/franchise-list-page/fortune-500-methodology-2023/>

## **Additional Insurance Benefits**

### **Survivor Income Benefit**

Your beneficiary will receive a survivor benefit of up to three months of payments if you die while disabled and had been disabled for at least 12 continuous months.

### **Waiver of Premium**

If you become disabled while receiving monthly benefits, the company will waive your premium payments for as long as you continue to receive benefits. When you stop receiving monthly benefits, premium must again be paid when due.

**Don't miss out on this important benefit offer.**

Call us today at **888-451-0883**

## Frequently Asked Questions

### What types of expenses are covered?

Eligible covered expenses can include:

- Office rent
- Employee salaries and insurance premiums
- Utility bills, including electric, heat, water, gas and telephone
- Premiums for business and malpractice insurance
- Accountant fees
- Taxes and mortgage interest payments on the business premises you own or lease and use in your profession
- Other fixed overhead expenses that are normal and customary in operating your business

### How is disability defined under this coverage?

A covered disability is an incapacity that prevents the insured Member from doing the usual and customary duties of their regular occupation, and as a result, the insured Member's current monthly earnings are less than 80% of their normal earnings.

### When does the coverage become effective?

Your coverage will begin on the 1st of the month following the date your application is approved and your premium has been paid. You must be actively at work on the date insurance is to take effect; otherwise, the insurance will take effect on the date you return to work.

### How long can my coverage continue?

Your coverage can continue as long as you pay your premium when due, remain a member, have not reached age 70, the participating association continues to participate in the trust, the policy remains in force, or the date you cease to be actively at work for reasons other than disability. Please see the certificate of insurance for details.

### What expenses are excluded from coverage?

This insurance will not cover any of the following:

- Your salary, fees, or any other remuneration for you
- Salaries, fees, drawing account or any remuneration for your replacement or any partners, shareholders or person sharing business expenses with you, or members of your profession who work for or with you
- Salaries, fees, drawing account or any other remuneration for any members of your family not regularly employed at least three months prior to the commencement of total disability
- Salary, fees, drawing account or any other remuneration for any person hired after your disability began
- The cost of any goods, merchandise, materials, equipment, leased automobiles, furniture, fixtures, implements or pharmaceutical products
- Payment of principal of any debt (other than for the business)
- Income tax
- Personal expenses
- Any expense that would otherwise constitute business overhead expenses that are reimbursed under another business overhead expense policy
- Moving expenses
- Monthly expenses for which you were not normally and customarily liable on a periodic basis prior to the start of your disability
- In the case of a partnership or shared facility, for any expense for which you are not regularly liable for payment

## Frequently Asked Questions (continued)

### Are there any exclusions to my coverage?

Yes. Disabilities will not be covered if caused or contributed to by:

- War, whether declared or undeclared, or act of war, insurrection, rebellion; Attempted suicide;
- Intentionally self-inflicted injury;
- Commission of or attempt to commit a felony.

### Free-Look Period

If you're not satisfied with your coverage for any reason, simply return your Certificate of Insurance, without claim, within 30 days for a full refund.

<sup>1</sup>May be subject to full medical underwriting based on age, coverage amount and health condition.

In some cases a medical exam may be required (at no cost to you). When you apply, simply answer the health questions. Depending on the amount applied for, a paramedical exam and blood test may be required, which will be scheduled at your convenience. Even if you have a health condition, you still may qualify.

Rates may be changed for a class of individuals and on any premium due date on which benefits are changed. Benefits are subject to change upon agreement between New York Life Insurance Company and the participating organization.

All insurance and insurance effective dates are subject to final underwriting approval.

Like most insurance policies, this coverage contains certain features, costs, eligibility, renewability, limitations and exclusions for keeping them in force. Please contact ISI Insurance Specialists at 1-888-451-0883 for costs and complete details.

**Underwritten by New York Life Insurance Company, 51 Madison Avenue, New York NY 10010 on Policy Form GMR-FACE/G-31133-0**

**Arkansas Insurance License #267311; California Insurance License #0760496**

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