



BOE

INSURANCE SPECIALISTS, INC.

**Business Overhead Expense
Disability Insurance Plan**

A benefit of your membership!

Help protect your business financially, even if you can't work.

Business Overhead Expense Disability Insurance Plan

You may have your own disability insurance to help protect your income...and that can be a good thing. But what's your plan to help protect your practice from the expenses that can add up quickly, if you can't work? Of course, you could plan on using personal funds or taking on debt to meet business expenses. You may want to ask yourself if that's something you want to do, considering how quickly regular expenses like employee salaries and benefits, rent, and utilities can add up.



Plan Features



Monthly Benefits

The **Business Overhead Expense (BOE) Disability Plan** provides monthly benefits to help pay your practice's expenses while you're disabled...and it may help reassure customers and employees that business can continue in your absence.



Catastrophic Disability Benefit

You may be happy to know that having this coverage can help you if you decide to sell your practice during your disability. The benefits paid can help keep your practice operating and give you breathing room while finding a buyer.



Covered Business Expenses

Business expenses covered under this plan may include, but aren't limited to: employee benefits, employee salaries (but not your salary), lease, rent, or mortgage payments, loan and mortgage interest, and utilities.



Reliable Coverage

This coverage may be better than one you get off the street or anywhere else, and it may even cost less. That's because your Association offers this coverage to members like you at exclusive rates. Coverage is issued by **The Prudential Insurance Company of America**.

Benefit Information



- Coverage from \$500 up to \$20,000 a month for eligible business expenses, depending on your age and if you're actively at work (minimum of 20 hours per week).
- Coverage up to 24 months—2 years!
- Choice of waiting 15 or 30 days until the plan pays benefits. That's called an elimination period.
- A three-month benefit may be payable to your estate if you die while receiving disability payments.
- Coverage ends at age 70.



Your **semi-annual rate** depends on your age, how much coverage you want, and how long you want to wait for benefits. This is called your elimination period.

Rates shown in the chart on the right are per \$1,000 in coverage. They will increase as you enter another 10-year age band.

Choose your coverage amount & see how little it costs

Semi-Annual Rates Per \$1,000

Age of Participant	15-Day Elimination Period	30-Day Elimination Period
Under 30	\$24.00	\$18.00
30–34	\$36.00	\$28.00
35–39	\$36.00	\$28.00
40–44	\$58.00	\$48.00
45–49	\$58.00	\$48.00
50–54	\$103.00	\$88.00
55–59	\$103.00	\$88.00
60–64	\$210.00	\$188.00
65–69	\$210.00	\$188.00

Benefit Amounts

Ages	Coverage Amount
Under age 55	Up to \$20,000 per month
55–59	Up to \$10,000 per month

Please note: If you have partners in your practice, share office facilities, or are a member of a professional corporation, request a monthly coverage amount equal to only your share of expenses.

Apply Now



Please call the Plan Agent, Insurance Specialists, Inc., at **1-888-ISI-1959** or visit **www.isi1959.com** for a Request for Coverage form.



Additional Information

Definition of disability: Participants will be considered disabled if, as the result of sickness or injury, they are unable to perform the material and substantial duties of their regular occupation. They must be under the regular care of a physician.

Eligibility: Members under age 60 are eligible to apply for Business Overhead Expense Disability Insurance. Members under age 55 may request a monthly maximum coverage amount of \$20,000; Members ages 55-59 may request up to \$10,000 in monthly coverage. All coverage is subject to Prudential's approval of satisfactory evidence of insurability.

Evidence of Insurability: Many participants will apply for coverage without the need for medical exams or tests. Depending on the amount of coverage applied for, and the medical history disclosed in the application, it may be necessary for Prudential to order a physical exam, a blood test, an ECG, or medical records from your physician.

When the insurance ends: A participant's coverage under the plan ends on the earliest of:
(a) When a participant is no longer practicing his/her occupation on a full time basis, or retired;
(b) When participant turns age 70; (c) When the participant does not pay the required premiums;
(d) When participant requests to terminate in writing; (e) When the participant is no longer a member of a participating association; or, (f) if the group policy is terminated.

An important notice about Group Life and Disability Income Medical Underwriting

Thank you for choosing The Prudential Insurance Company of America (Prudential) for your insurance needs. Before we can issue coverage we must review your application/enrollment form. To do this, we need to collect and evaluate personal information about you. This notice is being provided to inform you of certain practices Prudential engages in, and your rights, with regard to your personal information. We would like you to know that: personal information may be collected from persons other than yourself or other individuals, if applicable, proposed for coverage; this personal information as well as other personal or privileged information subsequently collected by us may in certain circumstances be disclosed to third parties without authorization; you have a right of access and correction with respect to personal information we collect about you; and upon request from you, we will provide you with a more detailed notice of our information practices and your rights with respect to such information. Should you wish to receive this notice, please contact: The Prudential Insurance Company of America, Group Medical Underwriting, P.O. Box 8796, Philadelphia, PA 19176

Information regarding your insurability will be treated as confidential. We may, however, make a brief report thereon to the MIB, Inc., a not-for-profit membership organization of insurance companies, which operates an information exchange on behalf of its members. If you apply to another MIB member company for life, disability, or health insurance coverage, or a claim for benefits is submitted to such a company, MIB, upon request, will supply such company with the information about you in its file. In addition, upon receipt of a request from you, MIB will arrange disclosure of any information in your file. Please contact MIB at 866-692-6901. If you question the accuracy of the information in MIB's file, you may contact MIB and seek a correction in accordance with the procedures set forth in the Federal Fair Credit Reporting Act. The address of MIB's information office is 50 Braintree Hill Park, Suite 400, Braintree, MA 02184-8734. Information for consumers about MIB may be obtained on its website at www.mib.com.

Covered Expenses means your share of the actual ordinary and fixed expenses that are usual and customary fixed business expenses in the conduct of your practice, such as: rent or mortgage interest payments; real estate taxes; charges for electricity, telephone, telephone answering service, telephone answering service, heat, water, and laundry; employee salaries or wages (excluding salary of insured members); payroll taxes; membership fees and dues to professional societies; subscription charges for professional journals or periodicals; leased equipment payments; interest on office equipment loans; cost of maintenance of equipment; depreciation of equipment, other maintenance services; accountants' and auditors' fees; business insurance premiums; or other fixed overhead expenses that are normal and customary in the operation of your practice.

Covered expenses do not include: any salaries, fees, drawing accounts, or other remuneration for you or a close relative or for any person who is employed to be your replacement; salaries of employees hired after the start of disability, and close relatives hired within three months of the start of disability; payment of your or your partner's annuity or retirement plan; your personal expenses, including leased automobiles, vehicle expenses, club fees, salary, draw, fees or profit, charitable contributions, or life insurance; income taxes; or the cost of any merchandise of any nature, goods, materials, equipment, leased automobiles, furniture, fixtures, or pharmaceutical products. In the case of a partnership or shared facility, the share of any expense for which you are not regularly liable for payment, or disabilities due to mental illness, nervous diseases, alcoholism, or drug addiction have a limited pay period of 24 months during your lifetime.

Exclusions: The BOE plan does not cover any disabilities caused by, contributed to by, or resulting from: your intentionally self-inflicted injuries or suicide; active participation in a riot; commission of a crime for which you have been convicted under state or federal law; injury sustained while you are serving as a member of the armed forces of any country or international authority; war, declared or undeclared, or any act of war or any disability incurred while you are serving as a member of the armed forces of any country or international authority; or your pregnancy. But, this does not include a complication of pregnancy. In addition, an insured person will not be entitled to benefits for two disabilities at the same time.

Prudential cannot give legal or tax advice. Please consult your tax or financial advisor. The Business Overhead Expense Plan is subject to applicable state laws and regulations.

Group Insurance coverage is issued by The Prudential Insurance Company of America, a Prudential Financial company, Newark, NJ. The Booklet-Certificate contains all details, including any policy exclusions, limitations, and restrictions, which may apply. Contract Series: 83500. The Plan Agent is Insurance Specialists, Inc. P.O. Box 2327 Beaufort, SC 29901.

This policy provides disability income insurance only. It does NOT provide basic hospital, basic medical, or major medical insurance as defined by the New York Department of Financial Services.

North Carolina Residents: THIS IS NOT A MEDICARE SUPPLEMENT PLAN. If you are eligible for Medicare, review the Guide to Health Insurance for People with Medicare, which is available from the company.

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