

*A benefit
of your
membership!*

INSURANCE SPECIALISTS, INC.

BUSINESS OVERHEAD EXPENSE DISABILITY INSURANCE PLAN



Affordable Business Overhead Expense Disability Insurance, designed for small professional practices.

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BUSINESS OVERHEAD EXPENSE DISABILITY INSURANCE PLAN

Peace of mind for you and your practice

Whether you are just starting your own professional practice or growing the one you already have, you know how fast your financial obligations can add up. Employee salaries and insurance premiums, rent, utilities, real estate taxes, are just some of your regular monthly practice expenses. How would you cover those expenses if you were disabled and couldn't work for months? How long could your business survive if you weren't there practicing?

The Business Overhead Expense Disability Insurance (BOE) Plan can help keep your practice open and viable during periods of disability. Whether you return after a disability or choose to sell your practice, its marketable value can remain intact with good business overhead insurance available to you. If you become disabled, the Plan reimburses you for your regular monthly business expenses. Separate from your disability income insurance coverage that protects the money you earn, BOE coverage could make the difference between keeping the doors of your practice open during a disability and having to close it permanently.

The Business Overhead Expense Disability Insurance Plan offers:

- Up to \$20,000 of monthly coverage for eligible business expenses.
- Coverage for disability for up to 24 months
- Affordable rates.

Participants under age 55 who are actively at work (minimum of 20 hours per week) can apply for up to \$20,000 per month in BOE coverage; members ages 55-59 who are actively at work can apply for 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.

Elimination period options of 15 and 30 days are available. The elimination period is the number of days of disability during which time no benefits are payable.

Apply today for this
important coverage!

Go to www.isi1959.com and download a Request for Coverage Form from our website.

Questions:

Please call the Plan Agent, Insurance Specialists, Inc., at **1-888-ISI-1959** or **e-mail: sales@isi1959.com**



INSURANCE SPECIALISTS, INC.®

This is an important benefit--don't pass it by

Business Overhead Expense Disability Insurance can provide you with benefits to help pay your monthly office expenses for up to two years of disability. In addition, a three month benefit may be payable to your estate if you die while receiving disability payments.

Business overhead expense plan semi-annual rates

Attained age rates shown are per \$1,000 of monthly coverage. You can request coverage from \$500 up to \$20,000 per month if you are less than age 55 and up to \$10,000 per month if you are age 55-59. Rates shown are based on your attained age and will increase as you enter another 10-year age band. Insurance coverage terminates at age 70.

SEMI-ANNUAL RATES

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

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.



additional information

Eligibility—Members under the age of 60 are eligible to apply for Business Overhead Expense Disability (BOE) 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 terminates—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; f) Or the group policy is terminated.

Group Life and Disability Income Medical Underwriting NOTICE

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, Massachusetts 02184-8734. Information for consumers about MIB may be obtained on its website at www.mib.com.

Prudential, the Prudential logo and the Rock symbol are service marks of Prudential, Inc. and its related entities, registered in many jurisdictions worldwide.

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.

The Prudential Insurance Company of America issues the insurance and is authorized to conduct business in all states, the District of Columbia, Guam, Puerto Rico and the United States Virgin Islands. Principal offices are 751 Broad Street, Newark, NJ 07102-3777, (973) 802-6000. The Plan Agent is Insurance Specialists, Inc. P.O. Box 2327 Beaufort, SC 29901. Contract Series 83500.

This brochure is intended to be a summary of your benefits and may not include all policy provisions, exclusions and limitations. A certificate, with complete policy information, including limitations and exclusions, will be provided. If there is a discrepancy between this document and the certificate issued by Prudential, the terms of the certificate will govern. NAIC 68241; California COA #1179.

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.

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.

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.
- Employees 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.
- 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 and life insurance;
- Income taxes, or the cost of any merchandise of any nature, goods, materials, equipment, leased automobiles, furniture, fixtures, or pharmaceutical products; or in the case of a partnership or shared facility, the share of any expense for which you are not regularly liable for payment.
- 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