



RESIDENTSDISABILITY INSURANCE.COM

☆☆ Updated for 2009! ☆☆

Individual Disability Coverage for Residents and Fellows with Discounted Rates

COMPANIES AND RATINGS	REVIEW INFO ON STATE PRICING	SPECIAL PRICING FOR WOMEN	DISABILITY POLICY FEATURES	REQUEST A QUOTE: (NO COST OR OBLIGATION)
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Welcome Residents and Fellows,

As a Resident or Fellow, you have made a substantial investment of time and money in your future. Do you realize that a simple hand injury today could prevent you from ever practicing your specialty? Your lost earnings would range from \$5 to \$25 million depending on your specialty. When you consider how much you have to lose, doesn't it make sense to protect your largest asset, your ability to practice your specialty?

How ResidentsDisability can help you

ResidentsDisability has successfully arranged for **discounted rates** on individual disability policies for Residents and Fellows. Several of the leading disability companies that design physician-specific coverage provide discounts of 15% to 20% for Residents or Fellows purchasing coverage through ResidentsDisability. [CLICK HERE](#) to see a list of companies offering discounted rates (document is .pdf format).

Highlights of the ResidentsDisability Program

- Medical Specialty Protection (own occupation)
- Discounts are guaranteed for as long as you continue the policy, saving you thousands of dollars over your career.
- Female Residents and Fellows will receive unisex rates. Unisex rates are significantly lower than standard female rates, making the total savings for females over 50%.
- Premiums are based upon the state you live in when purchasing your policy. [CLICK HERE](#) to review state pricing information.
- Pricing is based on your age at purchase, so the younger you are when you start your coverage, the lower your premium.





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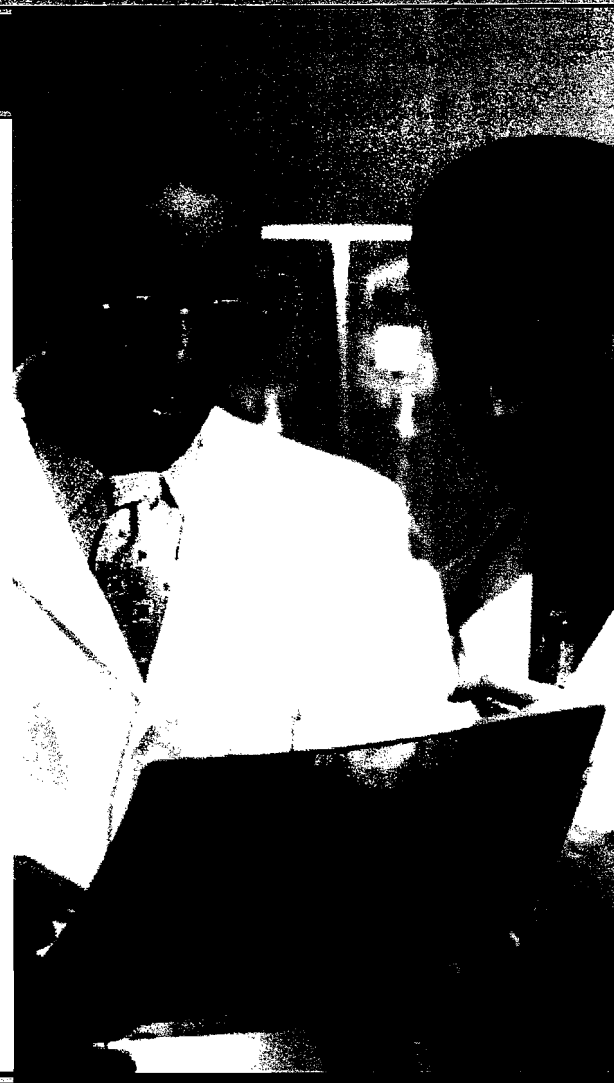
Information on State Pricing

With malpractice insurance your rate changes based on the state you practice in. With disability insurance, you lock in the rate from the state in which you purchase your coverage. So if you live in a low-cost state, such as **Indiana**, it is important to purchase coverage before moving to a higher-cost state such as California.

The following table summarizes the pricing difference by states:

STATE	PRICING CATEGORY	PRICING FACTOR
Indiana, Illinois Iowa, Ohio, Nebraska Minnesota, North Carolina, South Carolina	Low Cost States	Baseline Price
California, Nevada	High Cost States	30% surcharge
Arizona, Florida, New Mexico, Hawaii	Moderate Cost States	20% surcharge
All Other States	Average Cost States	10% surcharge

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Unisex Pricing for Women

An article on disability insurance from *Business Week* magazine stated, **"Women should look for a unisex plan and sign up fast. Insurers can't change your rate once you've purchased a policy."**

Women pay approximately twice as much as men for disability coverage **unless they are able to obtain "unisex pricing."** One of the only ways to obtain the much lower unisex price is through the ResidentsDisability Program available at several of the leading Residency Programs across the U.S.

The savings for women are significant and permanent once a policy is purchased. You can purchase coverage and lock in unisex pricing now for as little as \$40.00 a month, in most cases.

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Disability Policy Highlights

How disability is defined

What to avoid -- some policies only pay you if you are unable to work in "any occupation" based on your education training or experience. An article from Medical Economics stated "a physician is seldom so disabled that he or she cannot qualify for some line of work." Be sure to avoid policies with "any occupation" language.

What to look for -- most importantly insist on a policy that covers you in your specialty defining disability as the ability to work in "your occupation."

Benefit amount - the monthly payment from the policy during a period of disability.

When disability benefits begin - the length of time that must elapse from the date of disability until benefits begin to be paid. Policies refer to this as "the waiting period," or "beginning date." You can select from 30, 60, 90, 180 or 365 days as your waiting period. The longer the waiting period, the lower your premiums. For most doctors, a 90-day period is the best value.

Length of time benefits are paid - the maximum length of time benefits will be paid is called the benefit period. Options include two years, five years, to age 65 and to age 70. Some companies offer optional policy riders that either extend benefits for life or offer an optional retirement fund aspect to provide protection beyond age 65.

Inflation Protection - this optional rider increases the monthly benefit to keep pace with inflation over time. Often called the COLA rider, the increase is most often tied to the CPI (consumer price index) to a maximum increase in any given year of between 3% and 6% dependent upon the policy.

Partial disability - often called the residual disability rider, this policy feature allows you to collect from the policy if an illness or injury causes you to cut your schedule back with a resultant decrease in income. Benefits are paid based on your percentage decrease in income.

Guaranteed future insurability - this policy rider guarantees that you can increase your monthly benefit amount in the future without regard to health changes. As a Resident or Fellow, this feature is of particular importance as your income will be growing significantly in the future, and you need to make sure you can increase your coverage as your income grows. The ability to increase your coverage without medical questions varies widely from company to company. At a minimum, you want a policy that guarantees you can increase your benefit to \$10,000 per month, but ideally to \$15,000 per month, if you are in a high-income specialty.

Premium waiver after disability - this feature assures that while disabled and on claim you do not have to pay premiums. Only after recovery from your disability will you once again have premiums for your policy resume.

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Companies that provide discounted pricing and their corresponding financial strength/claims paying ability ratings:

	A.M. Best	Moody's	Standard & Poor's	Fitch
Northwestern Mutual Life	AA+	AAA	AAA	AAA
Principal Financial	A+	Aa2	AA	AA
Standard Insurance of Oregon	A	A1	A+	AA-
Union Central	A	not rated	AA-	not rated
Ratings as of February 2009				

Companies also available through ResidentsDisabilityInsurance.com representatives that do not offer discounted pricing:

	A.M. Best	Moody's	Standard & Poor's	Fitch
Metropolitan	A+	Aa2	AA	AA
Guardian / Berkshire	A++	Aa2	AA+	AA+
Massachusetts Mutual	A++	Aa1	AAA	AAA
Ratings as of February 2009				

Questions? Please contact Lee Moore, CLU (317-558-1012) or John Haffner, CLU (317-873-8254). Toll free at (1-800-893-4306).
You can also send an email to residentdi@aol.com.

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