



# Think Outside the Box

with Steve Quirk from FNA Insurance Services, Inc.

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## Sales Concept - The Disability Stack and High Net Worth/Income Client

A lot of high net worth/income clients often do not have disability coverage, and if they do it is usually very low as a percentage of their income. While the thought of disability coverage is it should be 50% of income, which is true, for those making \$100,000 or less. As income goes higher, the actual percentage of coverage decreases.

To solve this conundrum, we can stack polices for these client to get 60% or even higher coverage, if done properly. If the client is business owner or key executive, then it makes sense to max out the monthly benefit on their group LTD coverage. After that is in place, a base policy from Individual Disability Insurance, IDI, will be placed on top of the LTD. Once those two policies are in force, a supplemental excess policy from a Lloyds carrier can bring up the total coverage to the maximum percentage the client's needs/wants.

### An example would be:

Clients monthly income of \$66,660  
Group LTD max \$15,000  
Individual Base policy \$10,000  
Excess policy \$25,000  
Total benefit \$50,000 or 76% of income

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