



DISABILITY INCOME INSURANCE

Protecting your most valuable asset



Ohio National  
Financial Services®



## of 20-year-olds

entering the workforce will suffer some income-interrupting disability during their careers<sup>1</sup>

<sup>1</sup> Council for Disability Awareness, 2014 Consumer Disability Awareness Study.

## Have you protected your income?

Disability happens. You can't predict whether or when it will strike. However, you can prepare in case it does, with a customized disability income insurance plan. This protection can replace a portion of your income to help maintain your current lifestyle if you suffer a disability covered by the policy. Your income is your most valuable asset and has the potential to be substantial over your working lifetime. But to earn it, you must be able to work.

## What do you do when the income stops?

These days, if you can say, "Life is good," you are fortunate. Fortunate to have your health, your income and a comfortable lifestyle. Have you thought about what would happen if all three were disrupted by a disabling illness or injury?



## One day it's there, the next day it's not.

We often take our income for granted, even in the most "secure" of jobs. However, nobody's income is guaranteed. You are earning a living, but if you suffered a serious illness or injury that prevented you from working, then your income would stop.

How would you live without income for weeks, months, or even years? Your basic needs continue – food, clothing, shelter – even after your ability to meet them is cut off.

A long-term disability can be financially devastating, when no money is coming in and expenses for medical care are rising. Your ability to earn an income is a valuable asset that can, and should, be well-protected.

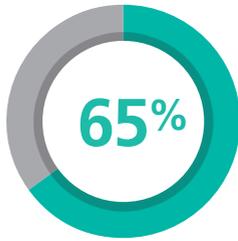


**50%**  
of Americans

couldn't meet expenses  
after just one month  
without a paycheck<sup>2</sup>

<sup>2</sup> Life Happens Disability Survey, conducted by Kelton Research, April 2012.





### American workers

could not cover their normal living expenses for a year if they couldn't work<sup>3</sup>

**1,825 days**

One in 8 workers will be disabled for 5 years or more during their working careers<sup>4</sup>



### of new long-term disability claims

approved in 2013 originated from people aged 50 and older<sup>5</sup>

## Leading causes of disability

The leading causes of disability may surprise you. Although many people still associate disability with accidental injury, it's more likely that an unexpected illness will interrupt your income.

According to a recent survey by the Council for Disability Awareness (CDA), approximately 90 percent of disabilities are caused by illness rather than accidents. In fact, the single greatest cause remains muscle, back and joint disorders, including chronic back pain and arthritis.

In the accompanying chart, the CDA outlines the percentage of existing long-term disability claims by cause<sup>5</sup> during the same year. As illustrated below, accidental injuries caused fewer than 10 percent of long-term disability claims.

Claims diagnosis category	% of claims in 2013
Muscle, back and joint disorders (Arthritis, back and neck pain, osteoporosis)	<b>28.7%</b>
Spine and nervous system-related disorders (Multiple sclerosis, epilepsy, Alzheimer's disease, paralysis)	<b>15.2%</b>
Cardiovascular and circulatory diseases (Heart disease, hypertension, heart attack, stroke)	<b>12.4%</b>
Cancer and tumors (Breast cancer, prostate cancer, lymphoma, leukemia)	<b>9.1%</b>
Mental illness and behavioral disorders (Depression, schizophrenia, substance abuse)	<b>7.7%</b>
Accidents, injuries and poisonings (Fractures, sprains and strains, burns)	<b>7.7%</b>
Respiratory system disorders (Pneumonia, asthma, cystic fibrosis)	<b>3.0%</b>
Pregnancy, complications of pregnancy and childbirth (Normal delivery, caesarean section)	<b>1.7%</b>
Other (examples include infections and parasitic diseases, digestive system and endocrine, nutritional and metabolic diseases and immunity disorders)	<b>14.5%</b>

The statistics cited are provided in order to show general information about disabling conditions and the odds of becoming disabled. Disability income insurance policies contain terms under which benefits are paid as well as exclusions, limitations and reduction of benefits, which may result in a disability not being covered or covered only at a reduced benefit level or time period. The statistics cited for claims payments are not in any way derived from Ohio National disability income insurance products.

<sup>3</sup>Council for Disability Awareness, Worker Disability Divide Consumer Disability Awareness Study, 2014.

<sup>4</sup>National Association of Insurance Commissioners' Disability Insurance Tables A and C, assuming equal weights by gender and occupational class.

<sup>5</sup>Council for Disability Awareness, Long-Term Disability Claims Review, 2014.

## They didn't think it could happen to them.

Here are some real-life examples of how disability can impact people's lives and their ability to earn an income:\*

### Vicki

Vicki enjoyed the decade she spent in customer service with a major company near her home. Then one day she was in a car accident while driving home from work, leaving her with a lower back injury and significant nerve damage.

The injuries kept her out of work for over nine months. When she returned, it was only for a few days per week in a lower-paying job with fewer responsibilities. Vicki eventually recovered, but the lost time affected her career path and overall earnings. Fortunately, her body healed, but the financial impact lingered.

### Joshua

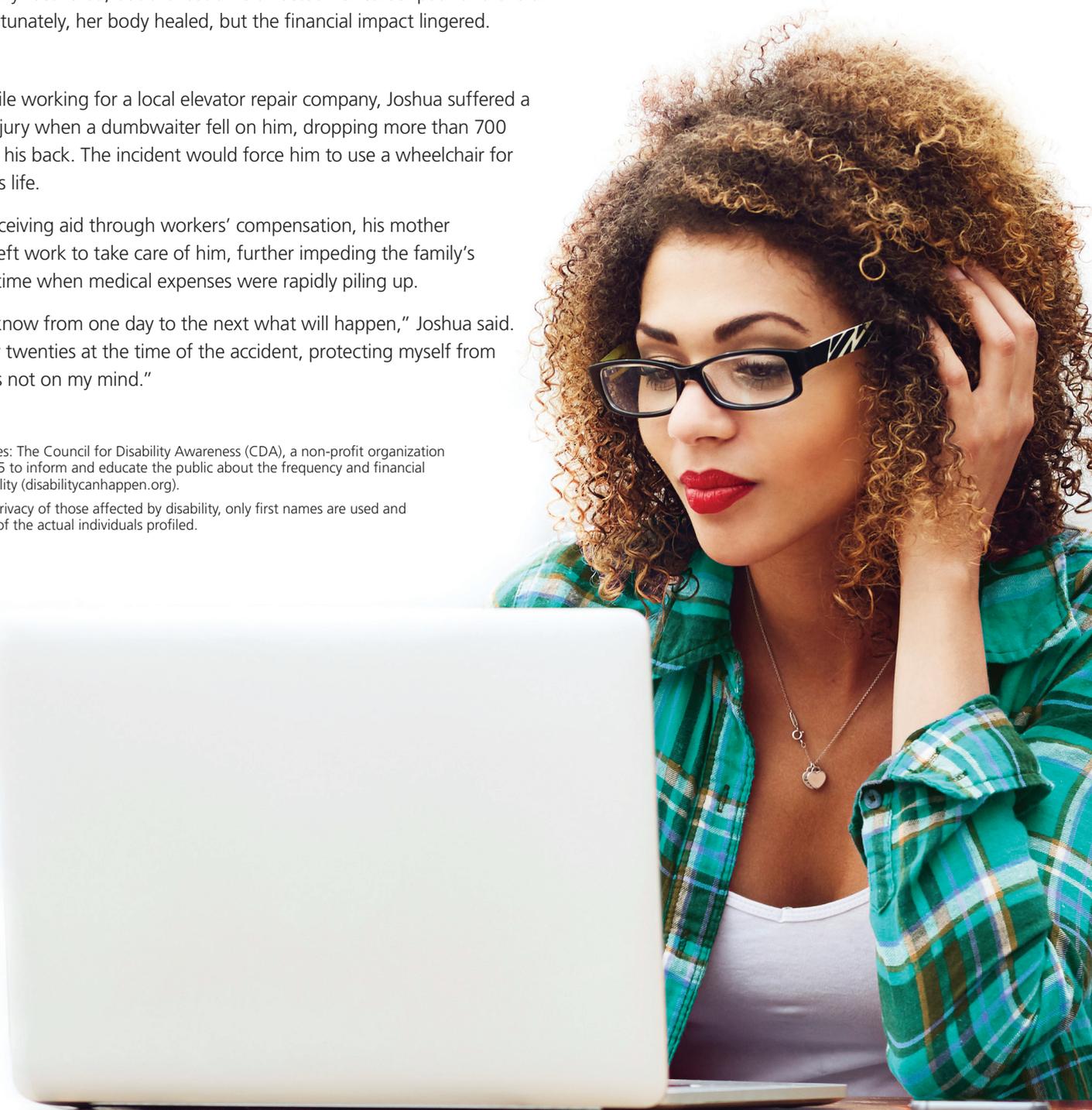
One day, while working for a local elevator repair company, Joshua suffered a total spine injury when a dumbwaiter fell on him, dropping more than 700 pounds onto his back. The incident would force him to use a wheelchair for the rest of his life.

Even after receiving aid through workers' compensation, his mother temporarily left work to take care of him, further impeding the family's income at a time when medical expenses were rapidly piling up.

"You never know from one day to the next what will happen," Joshua said. "Being in my twenties at the time of the accident, protecting myself from disability was not on my mind."

\*Source for stories: The Council for Disability Awareness (CDA), a non-profit organization founded in 2005 to inform and educate the public about the frequency and financial impact of disability ([disabilitycanhappen.org](http://disabilitycanhappen.org)).

To protect the privacy of those affected by disability, only first names are used and photos are not of the actual individuals profiled.





**of Social Security disability claims**

were denied in 2012 on the initial application<sup>7</sup>



**of Americans,**

more than 37 million people, are classified as disabled<sup>8</sup>

## Life doesn't stop at disability – How would you cover your bills?

Some typical sources of income in case of disability are savings, your spouse's income, other family members, friends, workers' compensation and social security. Not one of these truly replaces your income. Workers' compensation pays benefits in case of an on-the-job accident. But it has strict limitations and applies to only a small percentage of disability cases.

Expenses	Potential income sources
<p><b>Home</b> Ability to pay your rent or mortgage</p>	<p><b>Savings</b> Do you have enough savings to replace your income for a year or more? And what happens to saving for your retirement and other needs?</p>
<p><b>Car</b> Ability to pay your other debts, including car loans and personal debt</p>	<p><b>Spouse</b> Your spouse also works and contributes to your family's income and lifestyle. Can those contributions replace yours? (And, of course, your spouse's income isn't guaranteed, either.)</p>
<p><b>Food</b> Ability to provide essentials, such as food and gasoline</p>	<p><b>Others</b> Could you depend on family and friends for more than a month or two? Would you really want to or is there anyone else who could help?</p>
<p><b>Bills</b> You have commitments – from monthly utilities to medical expenses</p>	<p><b>Social Programs</b> The average monthly SSDI benefit at the end of 2013 was just \$1,146.<sup>9</sup></p>

## Plan ahead – you can protect your income.

You insure your home and cars – why not insure your most valuable asset – your ability to earn a living? That's what disability income insurance does.

Ohio National is a leader among companies that offer disability income insurance. We've helped protect people's incomes for more than 50 years. With the help of your Ohio National financial professional, you can customize coverage to your needs and budget. The time to start protecting yourself is now.

<sup>7</sup>U.S. Social Security Administration, Disabled Worker Beneficiary Data, December 2012.

<sup>8</sup>U.S. Census Bureau, American Community Survey, 2011.

<sup>9</sup>Council for Disability Awareness, Long-Term Disability Claims Review, 2014.



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## Personal Information

Name \_\_\_\_\_ Date of birth \_\_\_\_\_

Gender:  Male  Female State (home) \_\_\_\_\_ State (work) \_\_\_\_\_

Occupation \_\_\_\_\_ Length of current employment \_\_\_\_\_

Job duties \_\_\_\_\_

Businessowner/Self-employed – Current net annual earned income \$ \_\_\_\_\_ Previous year \$ \_\_\_\_\_

Do you own your business or own a 20% or greater share in a business?  Yes  No

Is the business a:  Sole proprietorship  Partnership  S-corporation  C-corporation  LLC

Number of partners \_\_\_\_\_ Ownership percentage of each \_\_\_\_\_ %

Number of full-time employees \_\_\_\_\_ Average monthly business overhead expenses \$ \_\_\_\_\_

Your health history is an important consideration when applying for an individual disability income policy. Let's discuss a few health questions.

Did you use any tobacco products or nicotine substitutes in the last 12 months?  Yes  No

What is your height and weight? \_\_\_\_\_

Any significant health history, including long-term treatment, hospitalization or surgeries? \_\_\_\_\_

Medications currently being taken: \_\_\_\_\_

Any antidepressant medications taken or mental health counseling received? \_\_\_\_\_

## Sources of Income

Current annual salary \$ \_\_\_\_\_ Previous year's annual salary \$ \_\_\_\_\_ Annual bonus \$ \_\_\_\_\_

Income from spouse or family members \$ \_\_\_\_\_ Annual investment income \$ \_\_\_\_\_

### Group Long Term Disability (in force)

Percentage of current income covered \_\_\_\_\_ Maximum monthly benefit \$ \_\_\_\_\_

Maximum benefit period \_\_\_\_\_ Elimination period \_\_\_\_\_ Premium payer \_\_\_\_\_

### Individual Disability (in force)

Maximum monthly benefit \$ \_\_\_\_\_ Premium payer \_\_\_\_\_

Maximum benefit period \_\_\_\_\_ Elimination period \_\_\_\_\_

## Monthly Expenses

Home \$ \_\_\_\_\_ Food \$ \_\_\_\_\_ Automobile \$ \_\_\_\_\_  
Clothing \$ \_\_\_\_\_ Education \$ \_\_\_\_\_ Travel \$ \_\_\_\_\_  
Personal savings \$ \_\_\_\_\_ Insurance \$ \_\_\_\_\_ Recreation \$ \_\_\_\_\_  
Credit-card payments \$ \_\_\_\_\_ Loans \$ \_\_\_\_\_ Utilities \$ \_\_\_\_\_  
Medical expenses \$ \_\_\_\_\_ Retirement savings \$ \_\_\_\_\_ Child care \$ \_\_\_\_\_

## DI Needs Analysis

Monthly income when healthy \$ \_\_\_\_\_  
Monthly income needed during illness/injury\* \$ \_\_\_\_\_  
Monthly sources of income when sick or hurt  
(Including other Individual DI & group LTD) \$ \_\_\_\_\_  
Shortfall (remaining monthly DI need) \$ \_\_\_\_\_

\*Maximum DI available is between 40-70 percent  
of current income

Disability income insurance policies issued by Ohio National Life Assurance Corporation. Product, product features and rider availability vary by state. Guarantees are based upon the claims-paying ability of the issuer. Disability income insurance is not available in CA. Issuers not licensed to conduct business in NY.

The policy has exclusions, limitations, reductions of benefits, and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, contact your advisor or the company.

Tracing its corporate origins to 1909, Ohio National markets a variety of insurance and financial products in 49 states (except New York), the District of Columbia and Puerto Rico, and through affiliated operations in South America. We are committed to building long-term relationships with our customers and to providing them with solutions as their needs change over time.

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