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May is... Disability Income Awareness Month



Coming Soon!!



**GPAgency's
Mobile App**

We Can Help?

Do you want to propose an unfamiliar product to your client, but aren't comfortable with the details of designing a suitable plan?

Let us help! We can put together options and assist with your client presentation. *Contact us* — this is part of the service that we provide to you!

The top 5 causes of disability claims *that last longer than 6 months*

Muscle/Bone Disorders	Cancer	Accidents	Cardiovascular	Mental Disorders
28.6%	15.1%	10.3%	8.7%	8.3%

Lifestyle choices and personal behavior that lead to obesity are becoming major contributing factors.

Source: Council for Disability Awareness

About
one in 10
couples gets
engaged
around
Valentine's
Day!

53%
of people are
prompted to buy
life insurance upon
getting married.

Source:
TRANSAMERICA

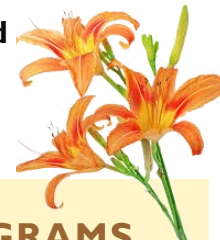


Spring 2020



GPAgency's Quarterly Newsletter

GPAgency will be closed
Friday, April 10th,
in observance of
EASTER GOOD FRIDAY



UPCOMING PROGRAMS

Visit our website's home page for details: gpagecy.com.

Sagicor WealthCare Lunch Program

Date: Wednesday, March 25th

Time: Noon - 1:00 pm

Location: GPAgency, 3820 Merton Dr. Ste. 100, Raleigh, NC

Presenter: Scott Barnes

Sagicor's Regional Sales Manager

No charge

GPAgency's CE Lunch Program

Course: Group LTD Basic Concepts

CEs: 2 insurance credits

Date: Wednesday, May 6th

Time: 11:30 am – 1:45 pm

Location: IIANC, 101 Weston Oaks Court, Cary, NC

Course Instructor: Mike Iafrate, Employee Benefits Consultant, *The Standard*

No charge for program/CE

GPAgency's Open House

Date: Friday, June 5th

Time: Noon - 3:00 pm

Location: 7000 Six Forks, Raleigh, NC

RSVP: Melinda@gpagecy.com or register through GPAgency's home page, which displays a current list of programs.



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GPAgency.com

New Decade, New Home We're 20/20 Focused

GPAgency recently sold its multi-tenant office building and has purchased a new building just a few miles away.

GPAgency partner, Angela McIlvain, comments, "We're very excited about this move. Though we value the lifelong friendships we have made with our fellow tenants, we will not miss being a landlord. In that role, we had a host of responsibilities beyond the business of operating our insurance brokerage firm."

Apart from one tenant, we will be the only occupants of our new building. This will enable us to funnel 100% of our energy into running GPAgency and serving our agency population."

The physical move to our new location will begin mid-April. We are doing our best to meticulously plan this transition to avoid any disruption in service. We plan to be completely moved in and ready to open the doors at our new location on May 4th.



Our email addresses and phone numbers will remain the same. We will promote our new address as we approach the move date. In the meantime, please continue to send any correspondence to our current location.

Agents are welcome to visit our new office after May 4th. To provide some perspective, we will be located on Six Forks Rd., just three miles north of our current location. You are also invited to attend our open house on Friday, June 5th, from noon-3:00 pm.

iianc
PARTNERS
PROGRAM

GPAgency is proud to be an **IIANC Partner**

Independent Insurance Agents of North Carolina:

One of the largest state associations of independent agents in the country, it delivers exceptional services, programs, and events to 7,000+ agents throughout the state.

2020
INSUREXPO
WINSTON-SALEM APRIL 16-17

We will have a booth at **InsureExpo20**
Benton Convention Center
Winston-Salem
April 16-17, 2020.
Visit us at **Booth 702**.

Member and non-member independent agents can register for this event at www.iianc.com.

MAY is... DISABILITY INCOME PROTECTION



Disability Income Protection is designed to replace a portion of your client's income if he or she is unable to earn an income due to a serious sickness or injury for an extended period of time.

More than one in four of today's 20-year-olds can expect to be out of work for at least a year because of a disabling condition before they reach the normal retirement age¹.

The Consequences Are Alarming ...

Nearly 60% of the people who file for bankruptcy do so because of a health crisis — and 62% of them have health insurance.²

Cancer patients were 2.65 times more likely to go bankrupt than people without cancer, with younger cancer patients (under age 50) having the highest rates of bankruptcy³.

Sources: You can view the sources for this article on the digital version of this newsletter, located on the home page of our website: www.gpagency.com.

AWARENESS MONTH

Other Disability Income Sources?

Workers' Compensation

Only 1% of workers miss work due to an eligible on-the-job illness or injury.⁴

Social Security Disability Insurance

Only 34% of applicants are approved (77% of these claims were initially rejected)⁵. Generally it takes 3-4 months for an initial decision⁶. In 2017, there were more than one million in backlog appeals and the averaging processing time was 18+ months⁷.

The average benefit payment is approx. \$1,197 per month⁸, which is \$14,364 annually (barely above the poverty line of \$12,140).⁹

Employer/Group DI Coverage

In 2018, 34% of workers in the private industry had long-term disability coverage.¹⁰ Do your clients know how it pays? Is it portable?

Featured DI CARRIER

TheStandard®

We work with several quality DI carriers — we'd like to highlight one that may be lesser known in these parts: **The Standard**. Standard Insurance Company, founded in 1906 and headquartered in Portland, Oregon, (holding company: StanCorp Financial Group) has top-notch ratings and has maintained an "A" rating or higher with A.M. Best for the last 75 years.

Standard's DI products cover:

- **Individuals** (Platinum Advantage)
- **Employees** (GSI, Family Care Benefit, option to increase coverage amount for high-wage earners)
- **Businesses** (overhead expenses, buy-sell agreements)

Sources: You can view the sources for this article on the digital version of this newsletter, located on the home page of our website: www.gpagency.com.

The Standard's Platinum Advantage DI Product Nice Feature...

Family Care Benefit

This benefit allows the insured to take time away from work to care for a child, parent, or spouse with a serious health condition. It can lessen the financial impact of caring for a **family member*** by providing a monthly benefit amount. It's available if the insured works at least 20 percent fewer hours and experiences an income loss of 20 percent or greater.

Recent statistics support the need for this benefit:

- 23 percent of adults ages 45 to 64 care for an aging adult.¹
- About one in five caregivers say they experience a financial strain as a result of providing care.²

Also included: Rehabilitation Benefit: Pays the reasonable costs of an approved rehabilitation program to help the insured return to work sooner; **Survivor Benefit:** The beneficiary will receive a benefit equal to three times the policy's basic monthly benefit if the insured passes away while receiving disability benefits.

* Family members include spouse or domestic partner, parents, and children (including adopted children, stepchildren, and children of insured's domestic partner).



Webinar Series

OneAmerica offers a variety of valuable annuity/life/LTC options that can be structured to secure funds for retirement living, long-term health care needs, final expenses, and wealth transfer.



The SECURE Act & Asset Care®

OneAmerica has designed highly sophisticated products to keep pace with the evolving needs of a new generation and the ever-changing industry regulations; it also understands the importance of educating agents on how these products work and when they're best utilized. For this reason, OneAmerica recently conducted a webinar series for our agent population.

If you missed any of these webinars, we invite you to view them on our website. Go to www.gpagency.com and log into our Producer Portal > Products > Annuities to view. The webinars conducted include the following:

- The SECURE Act Has Created a New Hybrid LTC Opportunity!
- Implementing Asset-Based LTC Plans for Middle America Using Recurring Premium Asset Care
- LTC Planning for Clients Ages 70-85

We have product specialists available if you have any questions about these and any other products.

Marketing Library

In response to an agent's request, we added a library of our fully customizable marketing PDFs. These pieces serve as idea starters and can be modified to fit your needs, message, market, etc.

Where to find?

Log into our Producer Portal > Sales/Marketing and click on the photo under the title **Library of Consumer Marketing Materials**

Need social media content? Follow us at www.facebook.com/GPAgencyBrokerage and "borrow" our consumer posts for your own use.

Let us know if you'd like access to any other materials: melinda@gpagency.com.



"AXA Equitable" Is Now Just "Equitable"



EQUITABLE
Advice • Protection • Retirement

- In 1859 Henry B. Hyde founded the Equitable Life Assurance Society of the United States.
- *Interesting fact:* In 1927, Equitable Managers founded the American College of Life Underwriters and established the designation Chartered Life Underwriter (CLU).
- In 1992, AXA made its initial investment in Equitable and the name became AXA Equitable.
- In 2020, they changed their name to Equitable. Their products, services, and contract terms and guarantees have not changed.

You can now find them at Equitable.com. If you had an AXA user ID and password, it hasn't changed.

Secure Act — Effective Jan. 1, 2020

We have several resources on this topic on our website under **General Forms**. The main take-away is its impact on "Stretch IRAs." **The message:** your deferred retirement funds are for you, not your kids (i.e., non-spouse beneficiary); your kids have 10 years to withdraw these inherited funds. Uncle Sam doesn't want to wait any longer to collect those deferred taxes.

If you have a client who is expecting to inherit **Qualified** funds from a parent and you are not sure how to reposition them, contact us about potential options.

Useful Forms

We have a variety of forms and guides to assist you with your marketing efforts. Log into our Producer Portal > Forms, and click on **General Forms**.

Some Items You'll Find:

- 2020 Medicare-and-You
- 2020 Tax Guides
- 2020 Social Security Guides
- HIPAA Form
- Last Wishes Guide (Gerber)
- Life Insurance Buyer's Guide (NAIC)
- Life Insurance Quick Estimator Form
- Long-Term Care Buyer's Guide (NAIC)
- Long-Term Care Insurance Coverage Waiver
- Pre-Screening Guide for Life Insurance (fillable)
- Insurance Evaluation Form (fillable) — good for iGO

