



MULTI-LIFE GUARANTEED STANDARD ISSUE (GSI) GLOBAL LAW FIRM

Client

A well-known global law firm.

Situation

With approximately 250 of the firm's partners earning more than \$1.2 million, our advisor wanted to design a solution to provide a 60% income replacement ratio for those who were underinsured. All individuals who were eligible currently maintain a mandatory \$60,000/month of disability insurance through a Group LTD and Supplemental IDI Plan. With such a robust foundational plan, the firm sought to provide a voluntary disability insurance plan.

Assessment

It was agreed by the firm to stay competitive amongst top law firms and offer a voluntary program to their highest earners for additional income protection. The firm also agreed to a well-designed education and communication strategy to be sure all eligible partners understood the plan and its potential benefits.

Solution

Exceptional Risk Advisors extended a multi-life Guaranteed Standard Issue (GSI) policy to the law firm in addition to the existing \$60,000 of monthly coverage already in place through traditional carriers. In the event of a qualifying disability, we offered an additional monthly benefit of \$100,000 for 60 months or until age 70 followed by a lump sum of \$1,000,000.

Result

Participation rate of 39%. The solution was cost effective, but more importantly the partners gained the peace of mind knowing they were adequately protected.

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