



EXCEPTIONAL RISK ADVISORS

HIGH LIMIT DISABILITY PROTECTION COUNTRY MUSIC DUO

Client

A country music duo who gradually ascended to fame after releasing its first single. Since the song's release, the act's popularity and earnings increased exponentially.

Situation

The band's presence and status in the music industry was on the rise, however should an unforeseen accident or illness occur and leave one or both members of the group disabled, the impact would not only devastate the band as a duo, but it would also cause shock to each member's financial position.

Assessment

With the band members' financial status correlating directly with both members ability to continue their act, the duo expressed deep concerns about protecting their financial future. If they were unable to perform and create music, the act would be cut off from its source of income.

Solution

In this case, it was imperative to design protection that fit each band members current limited budget, and would evolve as the band evolved. Exceptional Risk Advisors worked with the band's insurance advisor to design two high-limit income protection disability policies that could be increased annually as they began to gain momentum. At inception, the policies provided a \$10,000 per month benefit should either of the insureds become disabled. As their careers evolved, Exceptional Risk Advisors adjusted the policy benefits upwards to keep pace with the clients' growing success. Amendments were easily added to increase the benefits to \$20,000 per month.

Result

The musical duo could put their worries aside and concentrate on doing what they love to do: creating music and putting on an amazing show. The band has seen tremendous success, recently winning a Grammy award. At the last renewal, the monthly benefit was increased to \$100,000 per month per member.

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