



PeopleFirst: Development

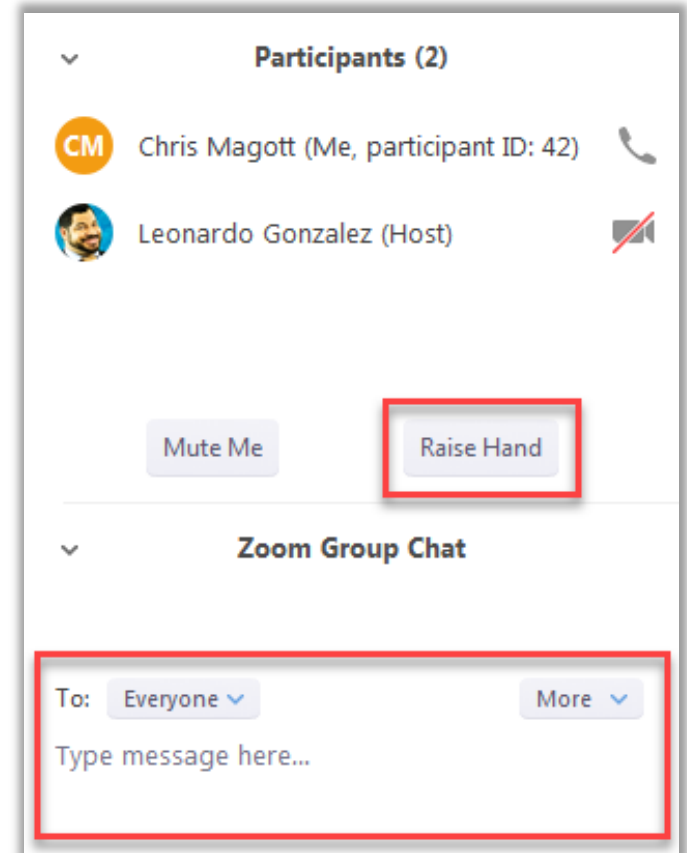
DI Sales Training Intermediate Session 1

Underwriting Process



Intro - Set Up

- 1 hour meeting
- Virtual Classroom
 - Take notes
- Questions?
 - Click the “Raise Hand” button to let us know you want to speak.
- Chat
 - Use to message the host or other participants



Agenda

Review of Basic Sessions

#1 - The Need for Income Protection

- Prospecting versus Storytelling – “A good salesperson finds the need, a great salesperson creates the need”Tell a story!
- Homework – Get proposals ordered from the NFP DI Business Center

#2 - Proposals and Presentations

- Proposals and Applications
- Sales Idea – “To Consult or Not to Consult, That is the question?”
- Homework – Make a few “presentations” or “mentions” of Disability Income Protection



Agenda – Underwriting Process

- Underwriting
 - Financial
 - Occupational
 - Medical

 - High Limit
 - Hard to place Occupations
 - Impaired Risks

- Sales Idea – “The Ditch of Disability”



Financial Underwriting

- Income Replacement – Carrier Guidelines
- Earned vs. Unearned (Rents, royalties, residuals)
- Salary (W-2)
- Commissions (W-2)
- Incentives / Bonuses (W-2)
- Schedule C – Small Business Owners (DBA's)
- Schedule E
 - K-1 income, passive vs. non-passive
- Corporate Entities
 - C Corp
 - S Corp
 - LLP



Occupational

- White Collar
 - Professionals – Physicians, Attorneys, CPA's
 - Executives – Duties and Income
 - General with no manual labor
- Gray Collar
 - Field supervision with no labor – Surveyors, Adjusters
- Blue Collar
 - Manual labor – Carpenters, Plumbers, Electricians
- Hard to Place Occupations – Policemen, Firemen, Security Guards, Mining, TV Personalities, Actors, Musicians, Artists



Medical

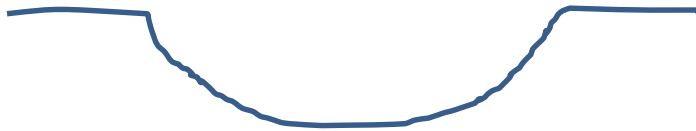
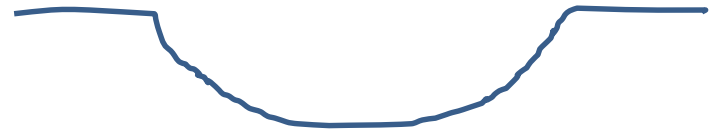
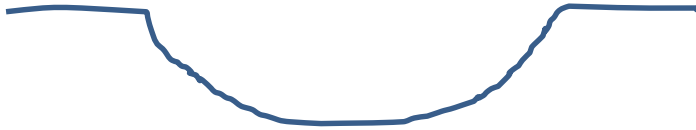
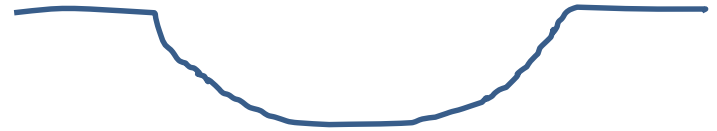
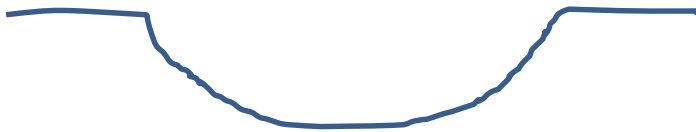
- Proper completion of the application is important to protect the applicant and the advisor
- Medical Information Bureau (MIB)
- Co-morbidity
- Policy issued:
 - As applied – Normal Delivery

Substandard	
Extra Premium	Change in Elimination Period
Complete Exclusion	Change in Benefit Period
Aggregate Exclusion	Reduced amount of Indemnity
Qualified Condition Exclusion	Removal of Optional Benefits
Limited Period Exclusion	Any Combination of the above



The Ditch of Disability

“I’ve fallen down and I can’t get up!”



Next Week

- Intermediate – Session #2, June 18th @ 2pm CENTRAL
 - “Placing Business”
 - Ratings, Waivers and Exclusions
 - Handling Objections
 - Business Products
 - Business Overhead Expense
 - Disability Buy/Sell
 - Key Person
- Homework for today’s discussion – Submit an application to a carrier or be able to describe your experience with the process.
- Give me a call to strategize and/or assist
800-880-0080 x6185 or khoffman@nfp.com

