

Multi-Life Prospect Evaluation Form

A multi-life DI case is typically defined as three (3) or more lives or more where the underlying Group LTD is inadequate to properly replace incomes at all levels of the organization. These inadequacies are usually communicated as follows:

- Taxable Group LTD benefits because the employer pays the premium.
- Group LTD plans usually define income as Salary Only therefore not covering bonuses or an employee's total income.
- Group LTD benefit limitations due to the maximum benefit caps in the plans. This limits the most highly compensated executives from expected income replacement ratios.

Through underwriting offers of Guarantee Issue, or some variation thereof, one can place an Executive Benefit DI Carve Out or a Supplemental DI plan with few medical issues, if any. In order to make an offer, our DI partners need to know the following:

- a. What is the size of the organization?
- b. What industry are they in?
- c. What type of entity? C Corp?
- d. Does the organization have underlying group coverage?
- e. What is the group plan design?
- f. Is the group plan coming up for renewal?
- g. Do they pay for any of the Employee Benefits?
- h. Do they currently have a voluntary offering out to employees?
 1. Which products?
 2. How has the participation been?
 3. What is the culture of the organization's benefit communications process?
 4. How will the enrollment of a new benefit be implemented?
- i. How many key employees do they have?
- j. What are the income levels?
- k. Are bonuses, commissions or other incentive compensation involved?
- l. Where are the employees located?
- m. Does the broker hold a license in the state of each location?