



MULTI-LIFE GUARANTEED STANDARD ISSUE (GSI) LAW FIRM

Client

All partners of a well-known national law firm earning in excess of \$700,000 annually; approximately 150.

Situation

With many of the firm's partners earn upwards of \$1 million, our advisor wanted to design a solution to provide the highest possible income replacement ratio for those who are underinsured with the company's domestic disability plan. All individuals who are eligible currently maintain \$35,000 of disability insurance in-force through traditional carriers. With 150 partners underinsured for income replacement, the firm sought to provide a voluntary disability insurance plan.

Assessment

It was agreed by the benefits manager to stay competitive amongst top law firms in the US, a voluntary program should be offered to their highest earners for additional income protection.

Solution

Exceptional Risk Advisors extended a multi-life Guaranteed Standard Issue (GSI) policy to the law firm and establish supplemental coverage in addition to the existing \$35,000 of coverage already in place through traditional carriers. In the event of temporary total disability of a covered partner, we offered an additional monthly benefit of \$35,000 for 120 months or until age 70.

Result

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