Disability's Effect on Your Accumulation Years

Becoming too sick or injured to work impacts your finances in two ways:

1. Day-in-day-out expenses such as mortgage and utilities don't go away during a disability, and
2. Savings for long term plans like education for children, retirement, or investing in a business are often suspended.

Traditional disability insurance helps with your ability to meet routine expenses. However, people frequently overlook the effects of a disability on their opportunity to save steadily over many years. A disability during prime earning years severely cuts into the opportunity to accumulate funds for your plans, and often affects those you love as well.

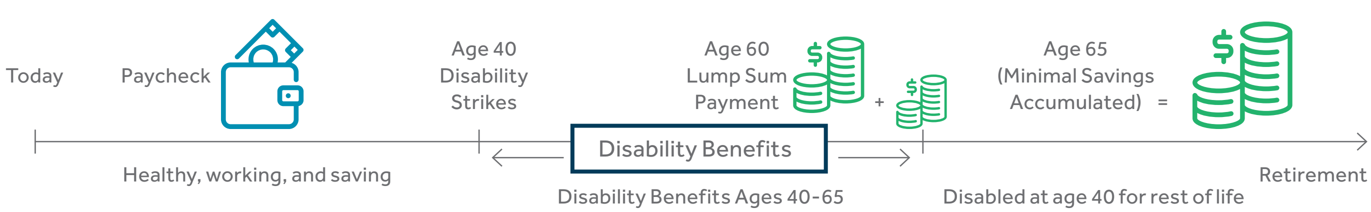
Help offset disability's impact

Our disability insurance offers an option for a lump sum payment at age 60.* The payment is over and above the traditional monthly benefits you'd receive from your disability insurance policy. It's intended to help offset a disability's interruption of your "accumulation years." Compare these scenarios.

Healthy

Disabled with DI

Disabled with DI and lump sum rider



How is the lump sum benefit calculated?

This simple, straightforward option is:

- A benefit equal to 35% of all total and partial disability benefits paid over the life of the policy.
- Paid in a lump sum directly to you at age 60,* so long as your policy is still in effect.

And, you do not have to remain disabled to qualify. You could still be eligible for the lump sum benefit even if you've recovered from your disability. Here's an example of how the benefit is calculated.

You're in a serious auto accident at age 47. After three years of surgeries and rehabilitation, you return to work part time, then eventually full time. From then until age 65, you remain healthy and working.

Lump Sum Disability Benefit Calculation

Status	Totally Disabled	Totally Disabled	Return to work part time, then eventually full time	Healthy and working full time
Benefit	90-Day Elimination Period	Total Disability Benefits	Partial Benefits including Recovery	
Amount		**$360,000**	**$140,000**	

Age 47 50 52 60 65

All Total and Partial Benefits Paid $500,000

Lump Sum Benefit 35% of $500,000 = $175,000

$675,000 Total Benefits Paid

Built for flexibility

It's impossible to predict a disability's severity and its impact on your circumstances. So we built maximum flexibility into our Lump Sum Benefit Rider. We designed an option that provides you with extra money at age 60* — early enough that you have funds to help you plan the next phase of your life.

Based on the circumstances you find yourself in at age 60*, you might need funds to:

- Supplement your 401(k) account
- Pay tuition or pay off student loans for children or grandchildren
- Invest in a business. Business owners often count on being able to sell the business to fund retirement, and a disability can significantly reduce the value of their nest egg.

If you experienced a period of disability, consider how receiving this lump sum might affect your ability to go ahead with some of your long-term plans.

The Guardian Life Insurance Company of America

guardianlife.com

New York, NY

* For ProVider Plus policy forms 1400 and 1500, the Lump Sum Benefit is paid at the end of the policy, typically age 65 or 67, and is calculated using all Total and Residual/Partial Disability Benefits paid over the life of the policy. For Provider Choice policy forms 18ID and 18UD, the Lump Sum Benefit is paid at age 60 and is calculated using all Total and Partial Disability benefits paid until age 60. In all cases, the sum of the total and/or partial disability benefits paid over the life of the policy must be equal to or greater than 12 times the policy's monthly benefit for a Lump Sum benefit to be payable.
Individual disability Policy Forms 18ID, 18UD,1400, and 1500 underwritten and issued by Berkshire Life Insurance Company of America (BLICOA), Pittsfield, MA. BLICOA is a wholly owned stock subsidiary of and administrator for The Guardian Life Insurance Company of America, New York, NY. Product provisions and availability may vary by state. Optional riders are available for an additional premium. In New York: These policies provide disability insurance only. They do not provide basic hospital, basic medical or major medical insurance as defined by the New York State Insurance Department. For policy forms 18ID, 1400, and 1500, the expected benefit ratio is 50%. For policy forms 18ID-F, 18UD and 18UD-F, the expected benefit ratio is 60%. The expected benefit ratio is the portion of future premiums that the company expects to return as benefits, when averaged over all people with these policy forms.
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Pub5666BL (11/18)_REB
2018-69007 (Exp. 10/20)