

A guide for professionals



Freedom to live life on your terms

**Helping protect
the repayment of
student loan debt**

You've worked hard to get where you are today

Many of us protect our cars, our home and even our lives. But what about our income?

Disability income insurance protects your income by helping to replace income lost during a period of time when you're too sick or injured to work. But as a professional, you don't need to protect your income alone. You also need to protect the debts you've incurred.

Berkshire Life, the individual disability provider for Guardian, works hard to keep your plans on course, especially during vulnerable times like a period of disability. Professionals in fields such as medicine, law, pharmacology, dentistry, and veterinary science often graduate with student loan debt between \$130,000 and \$301,583.¹

What would happen if you became too sick or injured to work?

Without a paycheck, how long could you continue your student loan payments, let alone pay routine monthly expenses such as rent or mortgage, utilities, food, etc.? Having sizable student loan payments on top of your other expenses could make your already difficult spending choices even more formidable.

Period of greatest financial exposure

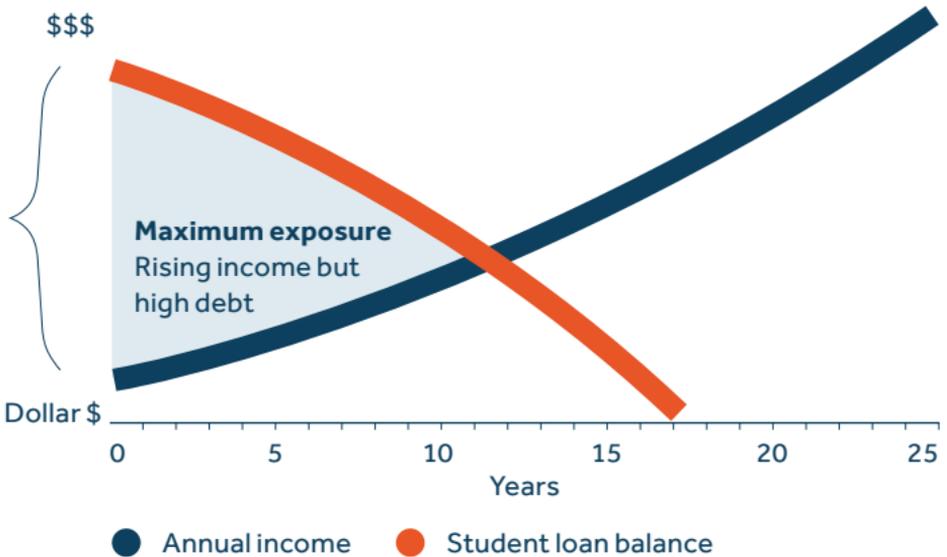
Optional student loan protection

Now, you can protect more than your income. With optional Student Loan Protection, you can also protect your ability to meet your student loan obligations in the event of a total disability. When added to your Disability Insurance (DI) policy, Student Loan Protection lets you:

- Obtain additional coverage — up to \$2,500 per month, depending on degree — above what you might otherwise qualify for based on your income.
- Tailor coverage to your specific debt:
 - Reimburses up to \$2,500 per month toward student loan payments.²
- Choose a term of 10 or 15 years.
- Protect your repayment ability for as little as \$5 per month.³

As you begin your career, your unpaid student loan balance is at its highest, and your income is just beginning to grow. A disability could have its greatest impact on you during this period. With little time to have accumulated savings, plus significant monthly expenses and loan payments, you might face difficult financial choices.

Greatest risk in early career





It's important to note that unlike many other kinds of debt, federal student loan debt cannot be discharged in the event of bankruptcy.

You can select a policy term of either 10 or 15 years. Should you become disabled, benefits are payable during the remaining portion of the 10- or 15-year term that has not elapsed when the disability began.

Work with a carrier you can trust

- Berkshire Life, a Guardian company, is a leading provider of individual disability insurance
- We put our customers first by protecting what's important to you
- We build better products that can do more during a disability
- We simplify the steps to secure coverage and provide 24/7 access to view and manage policies
- We deliver on our promises with award-winning services

But aren't your student loans protected already?

While many illnesses and injuries could render you unable to work, a significant portion of those would not meet the requirements for loan discharge.

Under current law, federal student loans may be discharged for Total and Permanent Disabilities.⁴ These are defined as disabilities in which an individual is unable to engage in any substantial gainful activity, plus the disability is expected to last at least five years or result in death. Private loans may or may not include similar features.

Student loans restructured as non-student loan debt (such as into a business loan or a mortgage) do not qualify for our Student Loan Protection coverage.

Simply add to your policy

It's easy to add this protection to your disability income insurance policy. Regardless of how many student loans you may have, you can protect up to \$2,500 per month in student loan payments. The loans can be from undergraduate and/or graduate school.

When you elect this option, you specify the desired amount of coverage; no loan documentation is required. This unique option is available to individuals ages 18-45.

Ask your insurance representative today to find out how you can get your future off to a smart start.

¹ <https://www.nerdwallet.com/article/loans/student-loans/average-student-loan-debt-graduate-school>

² The Rider provides coverage for a period of 10 or 15 years from the policy date. When a qualifying total disability occurs, benefits are only payable during the remaining portion of the 10- or 15-year term that has not elapsed when the disability begins. Issue amounts vary by product, and by educational degree being pursued or obtained:

18ID, 18UD, 18GI

Physicians: \$250-\$2,500

Advanced degrees: \$250-\$2,000

All others: \$250-\$1,000

1400, 1500, 1600

Physicians: \$500-\$2,500

Advanced degrees: \$500-\$2,000

All others: \$500-\$1,000

³ 30-year-old male, occ class 4M, 90-day elimination period, 15-year term, generic non-discounted rates, \$500 per month coverage.

⁴ www.disabilitydischarge.com, U.S. Department of Education

Individual disability insurance Policy Forms 18ID, 18UD, 18GI, 1400, and 1500, underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. Optional riders are available for an additional premium. Product provisions and availability may vary by state.

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 Department of Financial Services. For policy forms 18ID, 1400, 1500, and 1600 the expected benefit ratio is 50%. For policy forms 18UD, 18GI, 18UD-F, and 18GI-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 respectively.

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