PHYSICIANS AND EXECUTIVES
DISABILITY INSURANCE

BWD, a subsidiary of NFP, is a leading insurance broker and consultant, and is recognized throughout the insurance industry as a leader in the placement of high limit disability insurance for the unique needs of physicians, executives, athletes and entertainers. BWD provides innovative insurance products and risk management services for diverse and distinguished clientele worldwide. Accordingly, we are able to negotiate favorable terms and conditions for our clients.

We are committed to providing our clients with the highest level of individualized service they require. Our professional staff is comprised of insurance experts including those with legal and financial backgrounds.

MANAGING RISK AND PROTECTING INCOME
An injury or illness can have a devastating impact on a physician’s life and career. Physicians are often exposed since traditional individual long term disability insurance policies do not offer sufficient coverage to meet their income needs. High limit disability insurance is specialized insurance coverage designed to insure the unique needs of high income individuals such as physicians.

High limit disability insurance offers financial protection by:

• Protecting your current income if you suffer a short-term injury or illness.

• Protecting your future earnings potential if you suffer a career-ending injury or illness.

• Supporting buy-sell partnership agreements so that business owners can plan for the future of their businesses if they become disabled.

TYPES OF COVERAGE
Generally, there are two (2) types of high limit disability insurance coverage available.*

Temporary Total Disability (TTD) coverage provides benefits if an injury or illness prevents you from performing your occupation. Benefits are typically paid on a monthly basis that begins after a waiting period has been satisfied and continues for a specified period of time, or until you return to your occupation.

Permanent Total Disability (PTD) coverage offers financial protection in the event of a catastrophic, career-ending injury or illness. This type of coverage pays a lump sum benefit after a waiting period of typically 12 months, which is designed to compensate you for the loss of earning potential.

HIGH LIMIT DISABILITY POLICY FEATURES
• 3 to 5 Year Policy Term
• 5 Year Benefit Period for TTD Benefits
• Lump Sum PTD Benefits Also Available
• Various TTD Waiting Periods Available: (e.g. 30, 60, 90, or 180 Days)
• Own Occupation Definition
• Medical and Financial Underwriting is Required

* Note - A combination policy of TTD and PTD benefits is often available

CONTINUED...
AVAILAble for medical professionals including:

- Physicians
- Surgeons
- Psychiatrists
- Optometrists
- Dentists
- Pediatricians
- Neurologists
- Cardiologists
- Dermatologists
- Oncologists
- Cosmetic Surgeons

**Dr. Matthew Riley: A Case Study**

Dr. Matthew Riley is an orthopedic surgeon who earns $3,000,000 annually. Half of his salary is derived from book sales and lectures, and the remaining $1,500,000 is earned from the orthopedic practice he owns.

Dr. Riley does not have any group disability insurance, however he could purchase a high limit disability insurance policy to protect the $1,500,000 of his income derived from his practice in the event he becomes disabled and cannot work as a surgeon. A policy with up to $81,250 per month in benefits (65% of his monthly income) could be purchased. The portion of salary that Dr. Riley earns from his lectures and book sales is uninsurable since it is possible that he could still earn this money even if a disability prevents him from working as an “orthopedic surgeon”.

*This is a hypothetical case study based on a fictional character. All similarities to any real person or events are purely coincidental.*

For additional information concerning these products and services, please contact Leigh Ann Rossi at (516)327-2869 and lrossi@bwd.us.