



# DISABILITY INSURANCE IN FOCUS:

**May is Disability Insurance  
Awareness Month**

## **IN FOCUS: DISABILITY INCOME INSURANCE**

Take some time this May to have a conversation with your clients about disability insurance. This important form of coverage is income protection if a client is disabled and unable to work.

### **MUTUAL INCOME SOLUTIONS<sup>SM</sup> is INCOME PROTECTION**

With a maximum monthly benefit of up to \$20,000 per month, Mutual Income Solutions provides flexible or customizable coverage to meet clients' needs and help protect their lifestyle.

Here are few more key benefits of Mutual Income Solutions:

- Higher monthly benefit amounts help you target an affluent market
- A non-cancelable policy type attractive for white-collar occupations
- Optional benefits, including a return of premium rider, allow your clients to customize their policies
- Discounts that can help your clients save money



# DISABILITY INSURANCE: RESOURCE GUIDE



## Needs Outline

Help clients understand the importance of income protection in their own financial plan with this Needs Outline.

458538



## Video

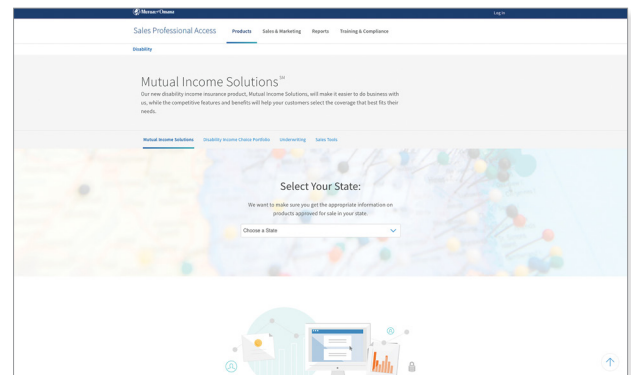
Share this video with clients before, during or after an appointment to provide a brief overview of our disability insurance solution. <https://youtu.be/kwx2HoB9qpq>



## Consumer Product Brochure

Explain product benefits and outline Mutual Income Solutions' unique strategies for income protection with the Consumer Product Brochure.

455813\_2020



## MutualIncomeSolutions.com

Visit MutualIncomeSolutions.com to learn more about this product and the customizable solution it can provide clients.

At MutualIncomeSolutions.com, you'll find:

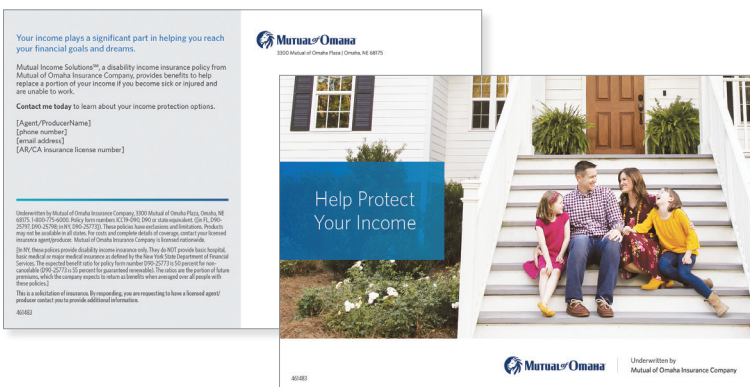
- Access to the eApp and Dashboard
- Product and Underwriting Guides
- Training Videos
- Sales Ideas
- Occupation-specific Market Profiles



## Consumer Highlight Sheet

Provide a quick Mutual Income Solutions product overview with the Consumer Highlight Sheet.

455814\_2020



## Consumer Postcard

Use this postcard as a leave-behind or send to clients and prospects who have an income protection need in their financial strategy.

461483