

Platinum Advantage



High Earners Need Higher Income Protection — Help Them Avoid a Coverage Gap

Your benefits package is an important tool to attract and retain top talent. One way to stand out is by helping employees protect their incomes.

Group long term disability insurance is a good foundation. But for your highly compensated employees, it often doesn't replace enough income. If they can't work due to a serious injury or sickness — they may face a big income gap.

Who Could Experience a Coverage Gap?

A typical LTD plan replaces 40-60 percent of earnings for most employees. But the plan's maximum benefit may not replace enough income for your highest earners. And most LTD plans don't cover bonus income.

How Individual Disability Insurance Can Help

Chart 1 shows a sample company's employees and salaries. Those who earn more than \$200,000 annually would face a coverage gap with LTD alone. Adding an IDI plan with a \$10,000 monthly maximum benefit would replace more income, up to \$30,000 a month.

Shrink the Gap With Platinum Advantage

Help close the income protection gap by offering The Standard's Platinum Advantage insurance to a select group of high earners. It's built to provide additional monthly benefits when paired with LTD. And coverage is generally guaranteed, regardless of employees' age and health.

Chart 1: Reduce the Coverage Gap

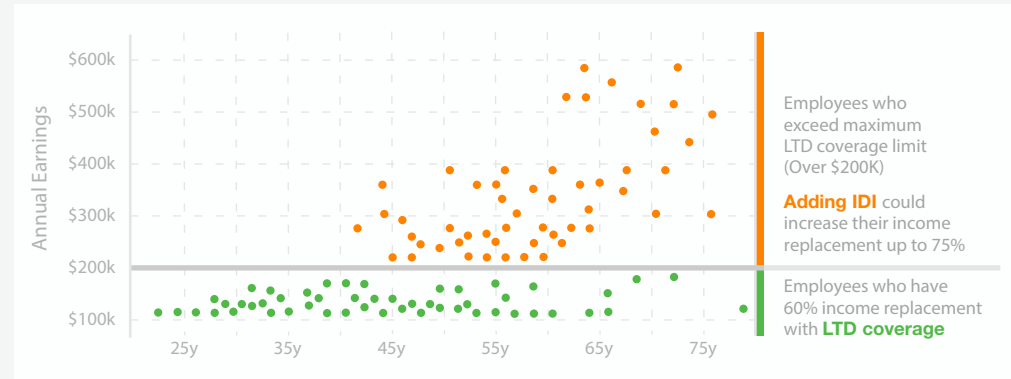


Chart 2: LTD + IDI = \$20,000 total maximum monthly benefits

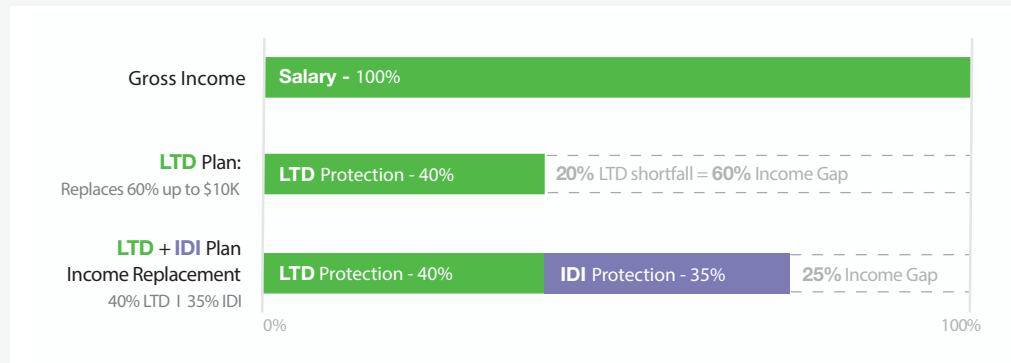


Chart 2 shows one scenario. The employee has a \$25,000 monthly income. The LTD plan falls short of replacing 60% of income due to hitting the monthly benefit maximum of \$10,000. Adding an IDI plan with a \$10,000 monthly maximum benefit can increase the employee's income replacement to 75%.

Advantages You and Your Employees Will Appreciate



Helps shrink LTD coverage gap. Increases income replacement.



Covers incentive income. Usually not covered by LTD.



No medical underwriting.



No financial paperwork for employees. You simply provide a census.



Discounted premium rates.



Coverage can grow as employee incomes increase.



Policies are portable and individually owned.



Easy online enrollment.



Family Care Benefit.¹

Only from The Standard. This benefit helps replace lost income when an employee takes time off to care for a family member with a serious health condition.

Reality Check



About **90%** of disabilities are caused by illnesses, not accidents.²



One of four 20-year-olds will become disabled before age 67.³



How much income would your current LTD plan replace?

1 The Family Care Benefit is not available in California or New York.

2 Center for Disability Awareness 2014 Long-Term Disability Claims Review

3 Social Security Administration Fact Sheet, 2021

Disability insurance is not a sideline at The Standard. It's our specialty.

We're known for our high-quality contracts and personal service. You can count on strength, plus flexible features to fit your needs. Talk to your broker about how Platinum Advantage can help you attract and protect top talent — and avoid an income replacement gap. We're here to partner with you at every step.

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The policy has exclusions, limitations and terms under which the policy may be continued or discontinued. For costs and complete details of coverage, please contact your insurance representative or The Standard at 800.247.6888 (800.378.6057 in New York). Note for NY: This policy would provide disability income insurance only. It does not provide basic hospital, basic medical or major medical insurance as defined by the New York State Department of Financial Service. The expected benefit ratio is at least 65 percent for individual, franchise or guaranteed standard issue coverage. This ratio is the portion of future premiums which The Standard expects to return as benefits, when averaged over all people with the applicable policy.