

Quick Issue Specified Disease Insurance Sales Idea: Bridge the Elimination Period

Market Watch

Individual disability income (DI) insurance is the gold standard for income protection, but most policies carry a 90-day elimination period. During that waiting period, a client facing a specified disease has no way to replace income, leaving them to drain savings or go into debt before their DI benefits ever pay a dollar.

Client Scenario

Adam, age 42, recently purchased an individual DI policy with a 90-day elimination period and a monthly benefit of \$3,500. He's well-protected against a long-term disability, but completely exposed for the first three months after a disabling condition. His emergency savings might not last while waiting for benefits to begin.

Solution

Adding a specified disease policy creates a **complete income protection stack**: It pays a lump sum upon the diagnosis of a covered condition to help during the elimination period gap, while DI steps in with monthly income benefits starting at month 4. Together, they provide protection from day one through recovery.

Adam's monthly take-home income \$5,840	
DI elimination period 90 days	
Income gap (3 months without DI benefits)	\$17,520
Monthly living expenses x 3 months	+ \$10,000
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Total Quick Issue Specified Disease Coverage Recommended	\$30,000

Disability Income Insurance Monthly Premium (Already in force)	\$80.00
Quick Issue Specified Disease Monthly Premium	\$35. ⁷¹

Total Monthly Premium \$115.⁷¹

Illustration based on male, Age 42, Non-tobacco, New York

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Policy Form No. I H1820 (NY) underwritten by Assurity Life Insurance Company of New York, Albany, NY.

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Key Talking Points

"Your DI policy is excellent, but you don't get benefits until after the elimination period."

"Specified disease insurance pays immediately after diagnosis. It helps fill the gap your DI coverage leaves open."

"Together, these two policies give you complete protection: a lump sum now, monthly benefits later."