Assurity®

Individual Disability Insurance

Long-Term | Income Protection+

Occupation Playbook

Business Owner–General Contractor

Occupation Class 6A
(after business owner upgrade)

≈1.5 million jobs*

$104,900/year median pay*

Market Note: Income is often strong but variable. Business dependency increase claim complexity—clean design is critical.

Target Clients

Owner-Operator

- **Age & Gender:** 38, M
- **Employment:** 1099/K-1
- **Income:** $105,000
- **Background:** Supervisory general contractor with administrative responsibilities

Business Owner

- **Age & Gender:** 50, M
- **Employment:** Owner
- **Income:** $180,000
- **Background:** Majority partner with executive and managerial duties

Recommended Income Protection+ Case Design

Policy Foundation

- **Maximum Benefit Period:** To Age 65
- **Elimination Period:** 90 Days
- **Renewal Type:** Guaranteed Renewable
- **Policy Type:** Accident & Sickness
- **Total Disability Definition:**
  - Owner-Operator: Own Occupation and Not Working for two years then Any Gainful Occupation
  - Business Owner: True Own Occupation for two years then Any Gainful Occupation

Suggested Riders

- Catastrophic Disability Benefit Rider
- Residual Disability Rider
- Benefit Increase Rider (no cost)

Why This Design Works

- **Definitions and benefit periods** align with occupation risk.
- **Residual Disability Rider** protects partial-loss scenarios where the owner can supervise but not perform physical work.
- **Conservative benefit design** improves issue rates and long-term policy retention.

Placement Assistance

Underwrites Cleanly When:

- Duties are clearly documented (percentage hands-on vs supervisory)
- Income is based on net earnings after expenses, with 2+ years of history
- EP and benefit levels reflect real cash-flow and savings

Triggers Friction When:

- Overstating supervisory duties to reach a higher occupation class
- Ignoring business expenses for owner-operators
- Designing long benefit periods or aggressive benefits for hands-on roles

Talk Track

"With general contractors, clean underwriting starts with honesty about duties. We design coverage that fits the real work being done so the policy issues smoothly and performs at claim time."

Target Premiums

Owner-Operator | 38, M

Monthly Benefit Amount

$8,000

- Base Monthly Benefit Amount = $4,000
- Catastrophic Rider Benefit Amount = $4,000
- Residual Disability Rider
- Benefit Increase Rider

$70.19 /mo

Business Owner | 50, M

Monthly Benefit Amount

$13,000

- Base Monthly Benefit Amount = $6,500
- Catastrophic Rider Benefit Amount = $6,500
- Residual Disability Rider
- Benefit Increase Rider

$176.56 /mo

Quoted rates are based on non-tobacco.

Pre-Underwriting Checklist

Before You Quote

- ☐ Confirm occupation duties (time-split) align with the intended occupation class; do not rely on title alone.
- ☐ Confirm employment type: W-2, 1099, business owner, or multiple income sources.
- ☐ Confirm tobacco status and basic health history flags (height/weight, meds, recent treatments) to avoid re-quoting.
- ☐ Confirm existing employer benefits (STD/LTD), especially for teachers and hospital-employed professionals.

Before You Design

- ☐ Select the most appropriate Total Disability Definition option for the occupation and protection goal.
- ☐ Set a conservative base Monthly Benefit that fits financial underwriting guidelines; use the Benefit Increase Rider (no cost) for growth.
- ☐ Choose Elimination Period to coordinate with employer STD or client savings strategy (commonly 90 or 180 days).
- ☐ Select riders that match the occupation's risk and client's need.

Before You Submit

- ☐ Ensure the application, occupational duties, and illustration match (inconsistency triggers underwriting follow-up).
- ☐ Be ready with financial documentation if the case is 1099/self-employed or if benefits are being pushed higher.
- ☐ Avoid post-submission redesign unless underwriting requires it; frequent changes slow the case and can impact pricing.
- ☐ Set expectations with the client on underwriting steps and timeline up front.

* U.S. Market Snapshot (BLS), May 2024