



Physician  
Income Protection

Core  
Benefits

Own  
Occupation

Residual  
Disability

Student  
Loan Rider

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Opportunities

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Resources

# Protect Physician Income With Platinum Advantage From The Standard<sup>‡</sup>

Physicians see firsthand how often an injury or illness can occur and they can be especially at risk of an injury or illness impeding their ability to work.



One in four 20-year-olds will become disabled before age 67.<sup>1</sup>



Approximately 91% of disabilities are caused by illness.<sup>2</sup>



1 in 4 adults with disabilities have an unmet healthcare need because of cost in the past year.<sup>3</sup>

Did you know that more than one third of The Standard's individual disability insurance, or IDI, policies are sold to doctors? In fact, we designed Platinum Advantage Individual Disability Income Insurance with physicians in mind.

Features like the Own Occupation Rider and the Student Loan Rider provide a first-class IDI policy for your physician clients.

**Platinum Advantage includes strong core benefits that can help protect a physician's income in case they're unable to work due to an injury or illness.**

1 Social Security Administration Fact Sheet (2023).

2 Integrated Benefits Institute (2022). 2020 Benchmarking Trends: Short-Term Disability and Long-Term Disability — Long-Term Disability Results by Condition.

3 Centers for Disease Control and Prevention (2023, May 15). Disability Impacts All of Us.

Standard Insurance Company | The Standard Life Insurance Company of New York | [standard.com/di](https://standard.com/di)

**For Producers Only**

<sup>‡</sup> The Standard is a marketing name for StanCorp Financial Group, Inc. and subsidiaries. Insurance products are offered by Standard Insurance Company of 1100 SW Sixth Avenue, Portland, Oregon, in all states except New York, where insurance products are offered by The Standard Life Insurance Company of New York of 445 Hamilton Avenue, 11th floor, White Plains, New York. Product features and availability vary by state and company, and are solely the responsibility of each subsidiary. Each company is solely responsible for its own financial condition. Standard Insurance Company is licensed to solicit insurance business in all states except New York. The Standard Life Insurance Company of New York is licensed to solicit insurance business in only the state of New York.

The policy has exclusions and limitations and terms under which the policies may be continued in force or discontinued. Some policy provisions and available riders may vary by state.



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## Platinum Advantage for Physicians

Platinum Advantage includes strong core benefits that can help protect client income.

### Benefit for Total Disability

Physicians can receive a monthly benefit if they become totally disabled, as long as they aren't working in another occupation.<sup>1</sup> Physicians can protect income earned in a specialty by purchasing the [Own Occupation Rider](#).

### Family Care Benefit<sup>2</sup>

Caring for a family member with a serious health condition can come with significant stresses and duties. Our exclusive Family Care Benefit pays benefits to help medical professionals take time away from work to care for a child, parent, spouse or domestic partner with a serious health condition.

### Benefit Increase Rider<sup>3</sup>

As physicians grow in their career, Platinum Advantage provides the option to increase coverage every three years without medical underwriting.

### Other built-in benefits include:

- Regular Occupation Definition of Disability
- Guaranteed Renewable Feature
- Rehabilitation Benefit
- Automatic Increase Benefit Rider<sup>4</sup>
- Survivor Benefit
- Transplant Surgery Disability Benefit
- Waiver of Premium Benefit

And optional riders allow your physician clients to enhance their coverage with more protection, such as the [Own Occupation Rider](#) and the [Student Loan Rider](#).



<sup>1</sup> In Florida, policyowners receive an own occupation definition for the first 12 months.

<sup>2</sup> The Family Care Benefit is not available in California or New York.

<sup>3</sup> The Benefit Increase Rider is added to policies for eligible applicants who accept at least 75% of the base contract offer.

<sup>4</sup> The Automatic Increase Benefit Rider is added to all eligible policies.


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## Own Occupation Coverage for Physicians

The Own Occupation Rider offers the strongest definition of disability for specialized physicians. Under this rider, policyowners who become disabled and can't perform the duties of their medical specialty can qualify for benefits — and earn a full income in another occupation without offsetting their benefits.

### How It Works

The Platinum Advantage policy's base definition of total disability requires policyowners meet three criteria to receive benefits. They'll receive full monthly benefits if, due to injury or illness, they are:

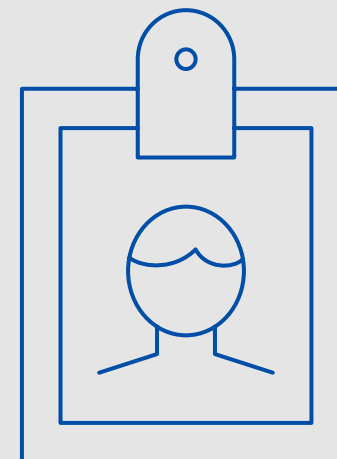
- Unable to perform the substantial and material duties of their regular occupation
- Under the regular care of a physician appropriate for their injury or illness
- Not engaged in any other job or occupation for wage or profit

If your clients become disabled, their current occupation(s) at the time of disability will be considered their regular occupation.

The Own Occupation Rider changes the policy's definition of total disability. It removes the last requirement — not engaged in any other job or occupation for wage or profit.

Consider these real-life examples of claims paid under the Own Occupation Rider:

Occupation	Diagnosis	Alternative Occupation	Benefits
Hospitalist	Multiple orthopedic issues	File Reviewer	Full Total Disability Benefits
Ophthalmologist	Stroke	Pathologist	Full Total Disability Benefits
Anesthesiologist	Nerve injuries to foot	Pain Management	Full Total Disability Benefits




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## Residual Disability Riders

Residual riders for individual disability coverage provide benefits proportional to loss of income and may be payable if a policyowner is still able to perform some level of work.

### Basic Residual

Available to all occupation classes except A and B  
Benefits for first six months will be at least 50% of the policy's basic monthly benefit

Insured must show a loss of income and either a loss of time or duties during the waiting period and the benefit period

Recovery Benefit included; requires the insured to return to the same occupation

#### Designed for:

Most medical residents and fellows

People who would find the premium savings meaningful compared to Enhanced Residual

### Enhanced Residual

Available to all occupation classes except 2A, 2P, A, B  
Benefits for first 12 months will be at least 50% of the policy's basic monthly benefit

Insured is residually disabled during benefit waiting period if they have a loss of time or duties or income; therefore, they could satisfy waiting period with no earnings loss

Recovery Benefit included; allows the insured to return to the same or different occupation

#### Designed for:

People who may not show an earnings loss upon losing some time or duties (e.g., medical practice owners, etc.)

**Reason:** They could satisfy waiting period despite showing no earnings loss

People in specialized work

**Reason:** Insured is not required to return to their regular (or same) occupation to be eligible for Recovery Benefit

### Why do clients need a Residual Disability Rider?

Clients may benefit when you add the appropriate residual rider to our very strong base contract. With any Residual Disability Rider, insured customers can feel confident about returning to work part time and still qualifying for a benefit.

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## Protect Student Loan Payments<sup>1</sup>

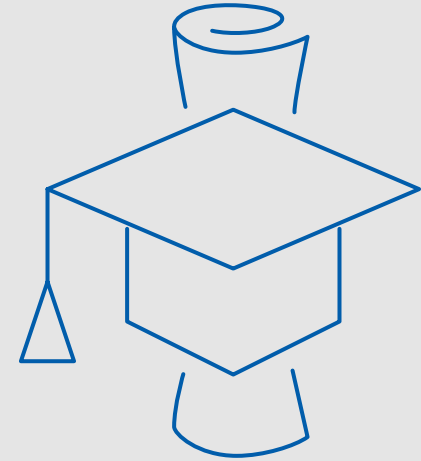
Under the Student Loan Rider, The Standard will reimburse policyowners for their monthly student loan payments if they suffer a total disability and are unable to work. Applicants can choose a monthly benefit – any amount between \$100 and \$2,500 – and either a 10- or 15-year term.

By adding this rider to a policy, your clients can help shield themselves from the possibility of defaulting on their student loan if they're unable to work due to illness or injury. You can help them choose the monthly benefit amounts and terms that match their obligations. For example, if an applicant has a total student loan debt obligation of \$100,000 and pays approximately \$1,000 a month, help them determine if a 10- or 15-year term is the right option.

### How It Works

- The Student Loan Rider pays a monthly benefit in addition to the basic monthly benefit to reimburse student loan payments. It's based on the amount of coverage purchased and monthly student loan amounts.
- The benefit is in addition to issue and participation limits.
- The rider is available to occupation classes 3P/3D and higher.

Share the [Student Loan Rider flyer](#) to talk to medical residents and fellows about how Platinum Advantage can provide a safety net to help them pay student loans if they become unable to work due to illness or injury.



<sup>1</sup> The Student Loan Rider is not available in New York.



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## Income Protection for Residents

With Platinum Advantage from The Standard, medical residents and fellows can have peace of mind knowing that their finances are secure and their lifestyle is protected now and throughout their careers.



### Start Small

Any time during their residency, physician clients can buy a base policy with as low as \$1,000 in monthly benefits.



### Special Limits for New Physicians Only

Is your client within six months of completing their training? Get an initial policy — or increase their existing policy — up to \$7,500 in monthly benefits with no medical exams or income documentation.



### Go Big Later

Physicians can increase their coverage as they earn more — up to \$30,000 with an employment contract. Simply provide financial documentation, such as a signed employment contract. No medical labs or exams required.

See more information, including the Medical Occupation Classifications List, in [The Standard's IDI Product Guide](#).

## Residency Multi-Life Discount

[The Residency Multi-Life Discount](#) provides residents, interns and fellows at most Commission on Dental Accreditation, or CODA, institutions a 15% discount on Platinum Advantage. This discount is also available to dental post-doctorates in dental education programs accredited by CODA.

## Sample Premium Rates\*

**Base Policy:** 90-day benefit waiting period, to-age-65 benefit period, Benefit Increase Rider and Automatic Increase Benefit included at no cost

**Riders:** Own Occupation, Basic Residual, Noncancelable Policy, 3% Cost of Living Adjustment, 2-Year MDSA Limitation, Catastrophic Disability Benefit, or CAT

\$5,000 Monthly Benefit + \$5,000 CAT	
5P Occupation	Monthly Premium
26 – Female	\$157
28 – Female	\$159
30 – Female	\$160
32 – Female	\$166
26 – Male	\$100
28 – Male	\$101
30 – Male	\$102
32 – Male	\$107
\$7,500 Monthly Benefit + \$7,500 CAT	
4S Occupation	Monthly Premium
26 – Female	\$286
28 – Female	\$288
30 – Female	\$290
32 – Female	\$301
26 – Male	\$181
28 – Male	\$183
30 – Male	\$184
32 – Male	\$193

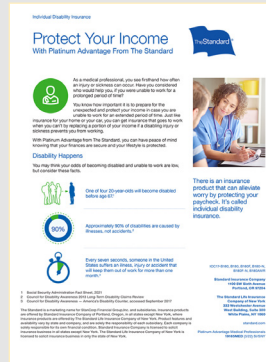
\* All rates include the 15% Residency Multi-Life Discount and 5% eApply Discount.



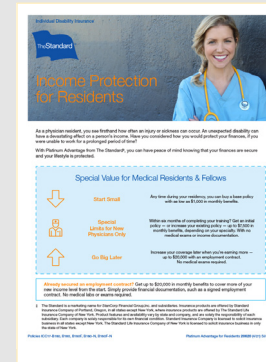
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## Flyers

Share these materials with your clients for details about Platinum Advantage coverage for physicians.



[Platinum Advantage for Medical Professionals](#)  
(Consumer PDF)



[Income Protection for Residents](#)  
(Consumer PDF)

