

# Product Comparison Quick Reference Guide

## Disability Buy-Out Insurance

	3200 (01/10) (Generic Version)	3100 (06/01) (Generic Version)	AH84 (Montana only)																								
Issue Ages	18 – 60 (age last birthday)	18 – 59 (age nearest birthday)	18 – 58 (age last birthday)																								
Minimum Issue Limit	\$20,000	\$20,000	\$20,000																								
Maximum Issue Limit	\$2,000,000 regardless of elimination period or funding method There is no limitation on the amount of coverage available to dentists, physicians and podiatrists	<table border="1"> <thead> <tr> <th>Waiting Period</th> <th>Lump Sum</th> <th>Down Payment</th> </tr> </thead> <tbody> <tr> <td>12 Months</td> <td>\$750,000</td> <td>\$1,250,000</td> </tr> <tr> <td>18 Months</td> <td>\$1,000,000</td> <td>\$1,500,000</td> </tr> <tr> <td>24 Months</td> <td>\$1,500,000</td> <td>\$2,000,000*</td> </tr> </tbody> </table> <p><i>* Dentists, physicians and podiatrists are limited to a maximum of \$1,500,000</i></p>	Waiting Period	Lump Sum	Down Payment	12 Months	\$750,000	\$1,250,000	18 Months	\$1,000,000	\$1,500,000	24 Months	\$1,500,000	\$2,000,000*	<table border="1"> <thead> <tr> <th>Waiting Period</th> <th>Lump Sum</th> <th>Down Payment</th> </tr> </thead> <tbody> <tr> <td>12 Months</td> <td>\$750,000</td> <td>\$1,250,000</td> </tr> <tr> <td>18 Months</td> <td>\$1,000,000</td> <td>\$1,500,000</td> </tr> <tr> <td>24 Months</td> <td>\$1,500,000</td> <td>\$2,000,000*</td> </tr> </tbody> </table> <p><i>* Dentists, physicians and podiatrists are limited to a maximum of \$1,500,000</i></p>	Waiting Period	Lump Sum	Down Payment	12 Months	\$750,000	\$1,250,000	18 Months	\$1,000,000	\$1,500,000	24 Months	\$1,500,000	\$2,000,000*
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Occupation Classes	6, 5, 4, 3, 6M, 5M, 4M, 3M	6, 5, 4, 3	6*, 5, 4, 3, 2 <i>* Class 6 will be issued as class 5</i>																								
Classes of Risk	Preferred, Select & Standard	Standard	Standard																								
Elimination and Accumulation Periods	<table border="1"> <thead> <tr> <th>Elimination Period</th> <th>Accumulation Period</th> </tr> </thead> <tbody> <tr> <td>360 Days</td> <td>540 Days</td> </tr> <tr> <td>540 Days</td> <td>720 Days</td> </tr> <tr> <td>720 Days</td> <td>900 Days</td> </tr> </tbody> </table>	Elimination Period	Accumulation Period	360 Days	540 Days	540 Days	720 Days	720 Days	900 Days	12, 18, or 24 Month Elimination Periods Elimination Period must be satisfied over a 6 mo. period	12, 18, or 24 Month Elimination Periods Elimination Period must be satisfied over a 6 mo. period																
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Funding Methods	Lump Sum, Monthly & Down Payment	Lump Sum, Monthly & Down Payment	Lump Sum, Monthly & Down Payment																								
Monthly Installment Periods	12, 24, 36, 48, or 60 months	24, 36, or 60 months	24 or 36 months																								
Valuation of Business at time of Claim	Business Valuation Amount – formula explicitly defined in the policy*  <i>* The business valuation amount is one of the factors used to determine the indemnity. Refer to the actual policy for complete details.</i>	“Fair market value” – formula not specified	“Fair market value” – formula not specified																								
Benefits Paid in the Event of Recovery	Yes – built into the policy	Yes – when the Presumptive Permanent Disability Rider is attached	Yes – built into the policy																								

Disability income products underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America (Guardian), New York, NY or provided by Guardian. Product provisions and features may vary from state to state. Refer to the actual policies for additional details and eligibility requirements.

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## Disability Buy-Out Insurance – Product Comparison Quick Reference Guide

	4200 (01/10) (Generic Version)	4100 (06/01) (Generic Version)	NC82 (Montana only)
Waiver of Premium	Premiums paid that apply to the period of disability are refunded even if they were paid before the disability began Waives premiums while benefits are payable	Refunds premiums due and paid during the waiting period Waives premiums while benefits are payable	Refunds premiums due and paid during the elimination period Waives premiums due 90 days after total disability and continues to waive premiums until 3 months after the time the insured is no longer totally disabled
Benefit Reduction	Benefits reduce by 20% of their original amount each policy year after age 61	Benefits reduce by 20% of their original amount each policy year after age 60	Benefits are 80% of original amount after age 60 Benefits are 65% of original amount after age 61 Benefits are 50% of original amount on or after age 62
Conversion of Coverage	Before age 55, the insured has a right, subject to eligibility requirements, to convert coverage to an individual disability income insurance policy for up to \$3,000 of monthly indemnity	Not available	Before age 60, the insured has a right, subject to eligibility requirements, to convert coverage to an individual disability income insurance policy
Occupational Rehabilitation and, Modification & Access Benefits	During the elimination period, occupational rehabilitation, modification and access benefits available under the base policy subject to a written agreement	Rehabilitation benefits available under the base policy subject to a written agreement	Not available
Optional Riders	Future Increase Option Rider	Future Purchase Option Rider Presumptive Permanent Disability Rider	Future Increase Option Rider
Future Increase/ Purchase Option	Annually to age 55	Annually to age 55	Annually to age 50
Premiums & Policy Fee	Level/gender-distinct \$30 Policy Fee (Same for FIO Increases)	Level or step-rate/gender-distinct \$15 Policy Fee (Same for FPO Increases)	Level/gender neutral \$30 Policy Fee (Same for FIO Increases in Montana)
Discounts	10% Multi-Client	10% Association 10% Batch bill (3+ lives) 20% Non-tobacco	7.5% Preferred Risk 5% Non-tobacco
Premiums under Guard-O-Matic	No additional modal fee	Offered at an additional cost of 3%	Offered at an additional cost of 3%
Application	Application can be pre-filled electronically with the proposal system entries	Manual entries for an electronic application	Manual entries on paper application