

Product Comparison Quick Reference Guide

Overhead Expense Disability Insurance

	4200 (01/10) (Generic Version)	4100 (06/01) (Generic Version)	NC82 (Montana only)
Issue Ages	18 – 60 (age last birthday)	18 – 60 (age nearest birthday)	18 – 60 (age last birthday)
Minimum Issue Limit	\$1,000	\$200	\$200
Maximum Issue Limit	<u>Benefit Period</u>	<u>Benefit Period</u>	\$30,000 BRT available above and beyond OE issue limits
	<u>Issue Limit*</u>	<u>Issue Limit*</u>	
	12 Months	\$50,000	
	18 Months	\$40,000	
	24 Months	\$30,000	
	* Participate to \$55,000 with Business Reducing Term		
Classes of Risk	Preferred, Select and Standard	Standard	Standard
Occupation Classes	6, 5, 4, 3, 6M, 5M, 4M, 3M	6, 5, 4, 3	6*, 5, 4, 3, 2 * Class 6 will be classified as 5
Benefit Periods	12, 18, or 24 months	12, 18, or 24 months	12, 18, or 24 months
Elimination & Accumulation Periods	<u>Elimination Period</u>	<u>Accumulation Period</u>	30, 60, or 90 day Elimination Periods Elimination Period must be satisfied over a 6 mo. period
	30 Days	90 Days	
	60 Days	150 Days	
	90 Days	210 Days	
Riders & Endorsements	Supplemental Overhead Expense Benefit Rider Future Increase Option Rider Automatic Benefit Enhancement Rider Accelerated Benefit Endorsement Professional Replacement Endorsement	Residual Overhead Expense Benefits For Injury or Sickness Rider Future Purchase Option Rider	Recovery and Partial Disability Benefit Rider Future Increase Option Rider
Supplemental Overhead Expense Benefit Rider	Provides additional pool of coverage that is available for total or residual disability benefits	Not available	Not available
Future Increase/Purchase Option Rider	Entire amount of FIO, subject to financial underwriting, may be exercised on anniversaries until age 45; reduced amounts thereafter to age 55. Also features a Special Option Date	Annual options to age 55 with a unit of increase approach	Annual options to age 50 with a unit of increase approach

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.

FOR PRODUCER USE ONLY – NOT FOR USE WITH THE GENERAL PUBLIC

Overhead Expense Disability Insurance - Product Comparison Quick Reference Guide

	4200 (01/10) (Generic Version)	4100 (06/01) (Generic Version)	NC82 (Montana only)
Automatic Benefit Enhancement Rider	No cost rider that features up to 5 automatic increases based on a 4% compound interest rate (there are, however, premiums for increases issued)	Not available	Not available
Accelerated Benefit Endorsement	½ of the first maximum monthly benefit may be paid without immediate proof of incurred & paid covered overhead expenses	Not available	Not available
Professional Replacement Endorsement	Up to \$10,000 or ½ of the policy's maximum monthly overhead expense benefit, whichever is less, may be used to pay 50% of the salary of a replacement during a total disability	Covered overhead expenses in the base policy includes 80% of the salary of a person hired as the insured's replacement during a total disability	Not a covered overhead expense
Residual Disability Benefit	Available under the base policy and features a 15% loss of gross monthly revenue threshold	Extra cost rider and features a 20% loss of gross monthly revenue threshold	Extra cost partial disability rider with benefits payable for up to 3 months
Waiver of Premium	Waives premiums while benefits are payable and refunds premium paid that is attributable to the period of disability	Waives premiums while benefits are payable and refunds premiums that were paid during the period of disability	Waives premiums while benefits are payable and continues for 3 months after recovery
Waiver of Elimination Period	The elimination period is waived for subsequent disabilities that occur within 5 years of a prior compensable claim under this policy – the prior disability must have lasted at least 6 months	Not available	Not available
Legal and Accounting Fee Benefit	Provides up to \$5,000 for legal and accounting fees resulting from termination or sale of the business due to disability	Not available	Not available
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	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
Survivor Benefit	In the event of death, coverage may continue for a period of not more than 2 months	Not available	Not available
Premiums & Policy Fee	Level/gender-distinct \$30 Policy Fee (Same for FIO Increases)	Level/gender-distinct \$15 Policy Fee (Same for FPO Increases)	Level/gender neutral \$5 per \$100 Monthly Benefit up to \$30 Policy Fee (Same for FIO Increases in Montana)
Discounts	10% Association	10% Association 20% Non-tobacco 10% Batch bill (3+ lives) 2% - 8% Volume Discount	7.5% Preferred 5% Non-tobacco 10% Batch bill (3+ lives)
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