

WHAT IS THE RISK?

The chances of suffering a serious long-term disability are much greater than most people are willing to admit. The truth is that people do become disabled, and a long-term disability can bring serious financial and emotional consequences. Consider the following:

Nearly one out of every three workers over age 30 will suffer a disability lasting three months or longer at some point in their working career.

Source: America's Health Insurance Plans, 2004

Approximately one out of seven people between the ages of 35 and 65 can expect to become disabled for five years or longer.

Source: AHIP, NAIC & U.S. Commerce Department

Contrary to what people believe, the vast majority of serious disabilities (92%) are the result of illness rather than accidents.

Source: Council for Disability Awareness, *Disability Claims Survey*, 2006

Disability causes nearly 50% of all mortgage foreclosures, compared to 2% caused by death.

Source: *Health Affairs, The Policy Journal of the Health Sphere*, February 2005

72% of Americans don't have enough savings to meet short-term emergencies.

Source: National Investment Watch Survey, A.G. Edwards Inc., 2004

In 2006, 71 percent of those who applied for Social Security disability benefits were denied.

Source: Social Security Administration

Regardless of what the numbers say, do you really want to count on luck? Or does it make sense to plan for the unforeseen?

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Establishing the Need

Objection: "I'll never need it."

Statistics do not motivate people to buy disability insurance. On the other hand, everyone vastly underestimates the "odds" of becoming disabled and the consequences of a long-term disability. These statistics may be useful in helping the prospect discover the reality of disability and the importance of protecting his or her ability to work and earn an income.