

# Income Protection Realities

Income is critical to most workers' financial security, yet they rarely think about how an illness or injury could prevent them from working and put their income at risk.

## You protect your car, home, life & identity Why not your income?

**Income is your most valuable asset**



Identity



Life



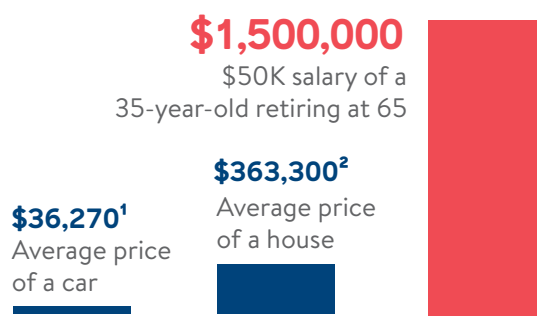
Car



Home



Income?



**\$1,500,000**

\$50K salary of a 35-year-old retiring at 65

**\$363,300<sup>2</sup>**

Average price of a house

**\$36,270<sup>1</sup>**  
Average price of a car

Look at how the annual cost of Disability Income (DI) insurance compares to annual costs of other products/services.



**\$763<sup>4</sup>**

Large coffee



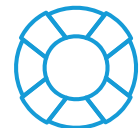
**\$840<sup>6</sup>**

Smartphone service



**\$660<sup>5</sup>**

Satellite television



**\$929<sup>7</sup>**

Individual disability income insurance

The sample rate shown is for a male. DI insurance costs for a woman using the same parameters is \$1,461.

### Most common cause of disability<sup>3</sup>



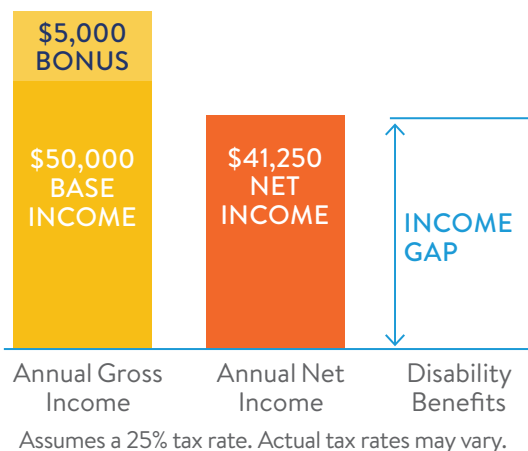
**10%**

Accident/Injury



### Disability income gap

The Disability Income Gap is the difference between current net income and the income you would receive if you were to become disabled.



**1 in 4**

20-year-olds will become disabled before they retire<sup>8</sup>

Average duration for all MassMutual DI claims based on claims incurred from 1986 - 2017:

**4 - Years**





<sup>1</sup> Kelley Blue Book, January, 2018.

<sup>2</sup> Census Bureau, June 2018.

<sup>3</sup> Council for Disability Awareness 2014 Long-Term Disability Claims Review; Disability Claims by Diagnosis.

<sup>4</sup> Source: Fastfoodmenuprices.com, 8/2018. Daily large coffee at Dunkin' Donuts — \$2.09 per day.

<sup>5</sup> Source: DirecTV.com, 8/2018. XTRA package with DirecTV — \$55.00 per month.

<sup>6</sup> Source: Sprint 8/2018. Unlimited Plus package — \$70.00 per month.

<sup>7</sup> Male age 30, Radius 4A occ class, 90 day waiting period, benefit period to age 65, \$4,050 monthly total disability benefit. Annual premium for Female client with same assumptions: \$1,461.

<sup>8</sup> U.S. Social Security Administration, Fact Sheet, January, 2018.

Radius may not be available in all states.

**Renewability, Cancellability and Termination:** We will not cancel the Policy, change its terms or increase the premiums. As long as the premiums are paid on time, we will continue coverage until the Expiration Date.

**The Policy also sets forth certain limits.**

**Waiting Period:** The Policy does contain a Waiting Period. This is the period immediately following the start of Disability during which benefits do not accrue.

**Medical Examination:** A medical examination is required to apply for the Policy.

**Exceptions, Reductions and Limits of the Policy:** Regardless of the Maximum Benefit Period for all Policy and Rider Coverage, the Maximum Benefit Period is 24 months for each period of Disability caused or contributed to by a Mental Disorder.

Coverage is not provided for a Disability caused or contributed to by normal pregnancy or childbirth.

The Policy does not cover hospital, medical or surgical expenses.

We do not cover Disabilities caused or contributed to by war (declared or not declared).

We may suspend the Policy if the Insured enters active military service for 90 days or more. If the Insured is released from active duty within 5 years, you may restore coverage within 90 days of the Insured's release. We will not require Proof of Insurability.

The Policy does contain a provision which may not cover a Disability which is traceable to a condition existing prior to the effective date of the Policy.

There may be other exclusions or limitations associated with riders or endorsements, if any are attached to your policy.

Disability income insurance replaces a portion of your income with a monthly benefit should you become too sick or hurt to work.

Radius (Policy form XL-IS-92 and XL-IS-92(NC) in North Carolina) is issued by Massachusetts Mutual Life Insurance Company. Policies have exclusions and limitations. For cost and complete details of coverage, please call your MassMutual representative or MassMutual at 1-800 272-2216 (press 3) to be referred to a representative in your area.

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