

Platinum Advantage

Guaranteed Standard Issue
Income Protection Insurance

An Easy Solution to Shrink the Coverage Gap



Standard Insurance Company
The Standard Life Insurance Company of New York

For use in CA, CT, DC, DE, FL, MT, NY, ND, SD





The Income Protection Gap -----

As you provide benefits for your highly compensated employees, consider this. The group long term disability insurance you offer them is a good foundation, but likely falls short of providing the income protection they need.

A typical LTD plan is designed to replace 60 percent of earnings. But the actual replacement amount for higher earners is usually much lower. The plan maximum may be too low for them, or their bonus income may not be covered. The result is a significant coverage gap.

Think about how difficult it would be for these employees to maintain their current lifestyles on LTD alone. You can help by partnering with The Standard.

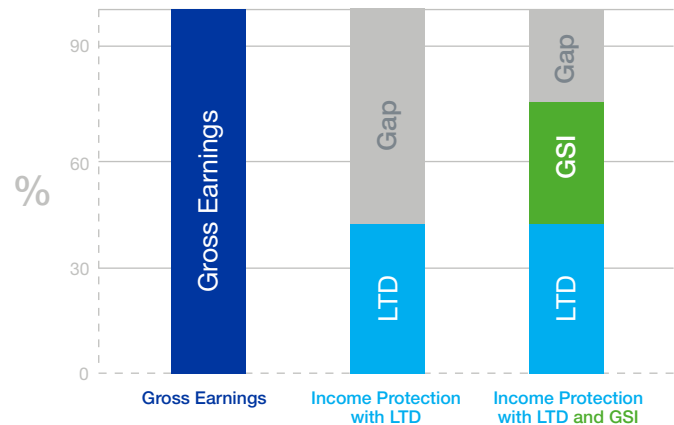
The GSI Solution

A solution to the coverage gap is to buy individual income protection insurance to supplement LTD. This is easier said than done, however. Many people are put off by the barriers of underwriting and cost. Or they simply don't get around to buying an individual policy.

This is why a Guaranteed Standard Issue plan makes sense. A GSI plan includes individual policies issued to each person in a group — without medical underwriting and at discounted rates. This is possible because the individual policies are bundled under a single employer's GSI plan, spreading the risk across the group.

A big plus is that bonuses, distributions and other incentive income are covered earnings — something your highly compensated, top-performing employees will notice.

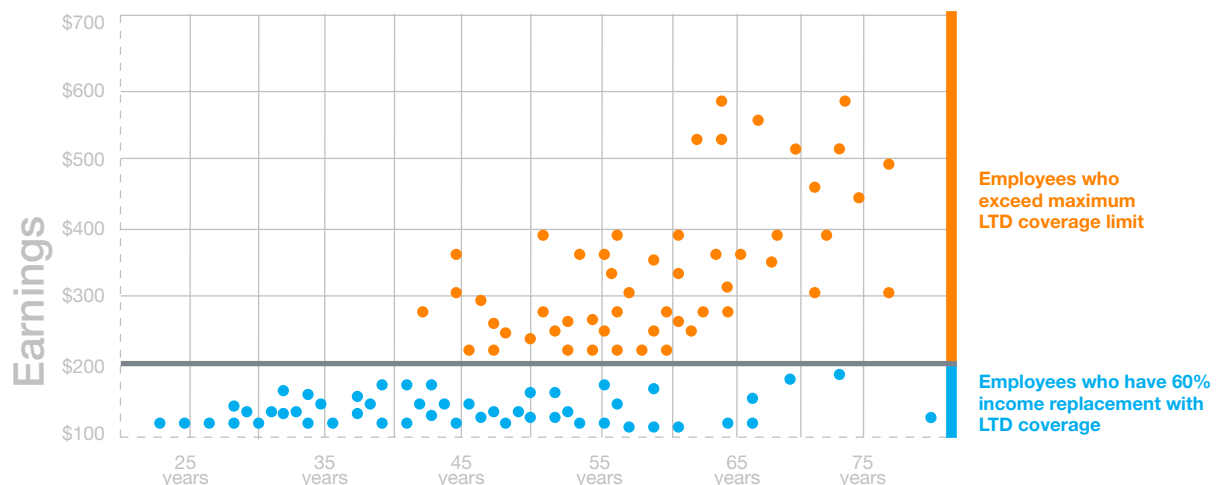
GSI Provides Greater Income Protection How GSI can help reduce the coverage gap



Assumes LTD plan of 40% income replacement to a \$10,000 monthly plan maximum, coordinating with a GSI plan design of 75% replacement to a \$10,000 monthly plan maximum, for a combined coverage maximum of \$20,000 between plans.

This graph is intended for illustrative purposes only.

Company Census Example GSI can help minimize the coverage gap



Assumes LTD plan of 60% income replacement to a \$10,000 monthly plan maximum, coordinating with a GSI plan design of 60% replacement to a \$20,000 monthly plan maximum, for a combined coverage maximum of \$30,000 between plans.

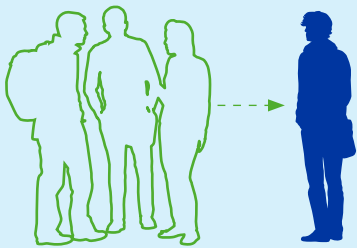
This graph is intended for illustrative purposes only.

Reality Check

Including a GSI plan in your benefits package is a smart move. Because chances are, many of your employees — especially highly compensated ones — do not have adequate income protection.

They may think their odds of becoming disabled and unable to work are low.

Recent statistics show:



One of four 20-year-olds will become disabled before age 67.¹



About 90 percent of disabilities are caused by illnesses, not accidents.²

Recruitment and Retention

What better way to attract and keep the best and brightest than to offer great benefits with few barriers?

Platinum Advantage GSI is a benefit that can help your employees feel more secure about their financial future.

Higher Benefits. Lower Barriers.

Platinum Advantage GSI is a great fit for highly compensated employees — and a benefit you can help them get without having them jump through a lot of hoops.

It's a valuable plan to help protect your employees in case a disability prevents them from working. Monthly benefits can help them pay their bills, take care of their families and maintain their current lifestyles if they become ill or injured and cannot earn a paycheck.

Consider these major advantages:

- Discounted premium rates
- No medical underwriting and no financial documentation beyond the company-provided census
- Policies that are portable and individually owned
- Identical rates for women and men
- Coverage for employees up to age 99
- Insurance that covers incentive income, which may not be insured under LTD coverage
- Coverage that grows as employee incomes increase year over year



Easy Path to GSI Coverage



Assess Employee Needs

Give us a census of your highly compensated employees, along with your LTD plan. We'll assess their income protection needs.



Design a Plan

We'll personalize a plan that meets the needs of your company and your highly compensated employees.



Enroll Employees

We'll provide a streamlined process to complete applications and issue policies.



Provide Service

A dedicated team will regularly check that your plan is up to date.

1 Social Security Administration Fact Sheet, 2019

2 Center for Disability Awareness 2013 Long-Term Disability Claims Review

The Top Reasons to Choose The Standard

Comprehensive and Flexible: Start with our strong base contract, then select the riders that meet your needs for coverage and cost.

Family Care Benefit: Our exclusive benefit meets a growing need by paying a benefit to employees who work fewer hours and earn less income in order to care for a family member with a serious health condition.³

Expertise: Disability insurance is not a sideline. It's our specialty. The Standard is known for helping people achieve financial well-being and peace of mind.

Strength: The high quality contract we're known for is the foundation for Platinum Advantage GSI. Here are some of the features we offer:

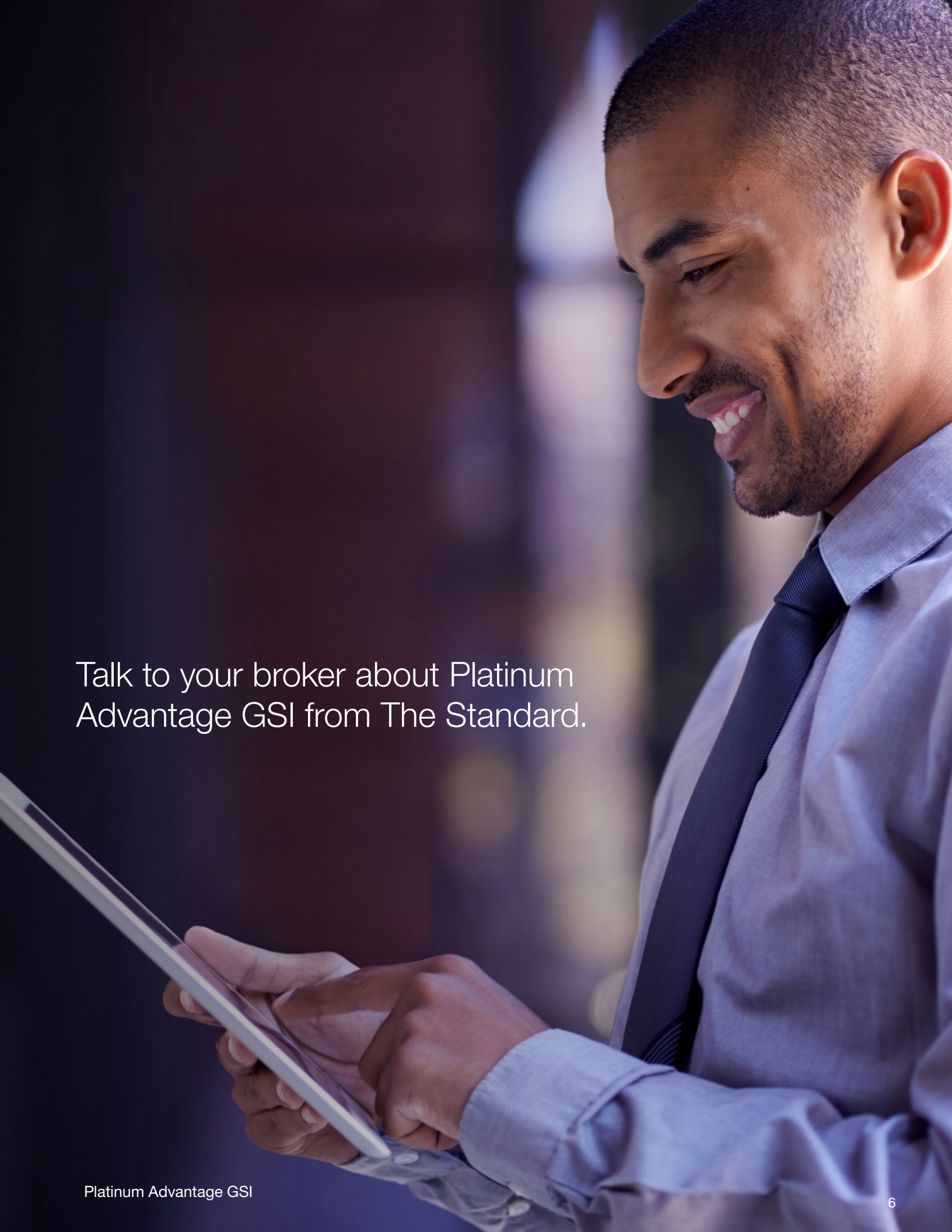
- Noncancelable Policy Rider⁴
- Own Occupation Definition of Disability
- Enhanced Residual Benefit Rider
- Family Care Benefit³

Platinum Advantage GSI is the perfect complement to your LTD plan. For employees, this coverage presents an easy solution to help shrink a very real coverage gap. For you, the employer, it's an appealing benefit to attract and retain talent.

*Certain limitations apply

3 Not available in Connecticut or New York.

4 In Florida, noncancelable policy provisions are incorporated into the base policy, instead of being added with a rider.

A close-up, profile view of a man with short dark hair and a light beard, smiling as he looks at a tablet computer. He is wearing a light blue dress shirt and a dark tie. The background is blurred, showing warm, bokeh light effects.

Talk to your broker about Platinum
Advantage GSI from The Standard.



The Standard

The Standard Life Insurance
Company of New York

www.standard.com

B180GSI, B180GSI-N

Platinum Advantage GSI Brochure
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The policy has exclusions and limitations and terms under which the policy may be continued or discontinued. For costs and complete details of coverage, please contact your insurance representative or The Standard at 800.247.6888 (800.378.6057 in New York).

Note for NY: This policy would provide disability income insurance only. It does not provide basic hospital, basic medical or major medical insurance as defined by the New York State Department of Financial Service. The expected benefit ratio is at least 65 percent for individual, franchise or guaranteed standard issue coverage. This ratio is the portion of future premiums which The Standard expects to return as benefits, when averaged over all people with the applicable policy.