



The COMMUNICATOR

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Great Ideas for Unique Insurance Sales Opportunities

We have been asked... "Can you provide a disability product to protect the financial obligations of an ex-spouse?"

There is an obvious financial need as the financially dependent ex-spouse's desire would be to have his/her share of the financial support due to them insured against loss in the event that the wage earner becomes disabled and no longer is an income producing person. Whereas Life Insurance has long been required by divorce courts to protect the dependent ex-spouse, perhaps it is time for the courts to recognize the more important need of Disability Insurance.

Remedies:

1. Use our High Limit DI issues to insure the earned income to 65%-75% of normal cash flow. This is the most he/she could expect in a non-divorce situation.
2. Divorce laws may vary by state, but in general the reciprocal would be demanded by the court. That is, if he insures his earnings and shares them with his now divorced wife and she is a working spouse her income would be likewise insured and likewise shared.
3. Remember to recognize and insure the accompanying risks if the Insured is a business owner or owns a professional office:

- Business Overhead Expense
- Buy/Sell Funding
- Key Person
- Bank Loans

If these accompanying risks are not cleared by insurance, the personal disability benefits will be assigned to service these obligations.

Conclusion:

Using Petersen International Underwriters products and services you can indeed provide a plan to comprehensively anticipate and handle the involved obligations .

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