



# Sales Idea

## Retirement Protection with Disability Income Insurance



### Client Scenario

Lori, 45, is a public relations specialist earning \$65,000 a year. At home, she and her husband, Dale, not only have three daughters to care for – Lori’s mother lives with them as well. The struggle of balancing her family and career has caused her a lot of stress, both emotionally and financially.

### Concerns

The work involved in getting her mother’s finances in order has reminded Lori of the importance of being prepared. She and Dale want to keep their goal of a comfortable retirement on track – and that depends on her ability to earn an income. She realizes that an injury or illness not only will keep her from working, but also from saving.

### Solution

Lori decides to be proactive in protecting her retirement savings by taking out an Assurity Century+ Individual Disability Income Insurance policy. She also takes comfort in knowing their retirement goals can stay on course while continuing to support her children and mother.

**\$76.48** /mo.<sup>1</sup>

**Century+ Individual Disability Income Insurance**  
**90-day elimination period, 2-year benefit period**  
**\$3,470 monthly benefit**

1. Illustration based on a 45-year-old female, Non-Tobacco, Occupation Class 4A

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