

Why law firms choose Unum

Individual Disability Insurance (IDI) for the legal industry

Unum is the leading provider of IDI in the U.S.¹


#1 in enforce multi-life IDI premium
in new multi-life IDI premium

Unum is highly qualified to meet the complex benefits needs of legal professionals. We offer in-depth knowledge that allows you to benchmark your benefits against others in your industry.




A closer look at law firms like yours:

453 Firms with Unum IDI 

35,118 Attorneys with Unum IDI 


\$6,080 Average Unum IDI monthly benefit amount

356 Firms with integrated LTD+IDI 

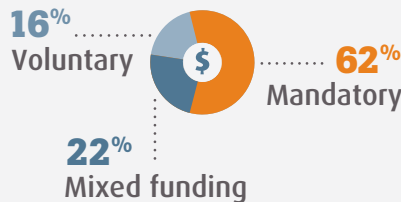
30,659 Attorneys with Unum LTD+IDI 

\$15,821 Average Unum LTD monthly benefit amount

Most common plan designs

 **63%** 60% coverage
19% 75% coverage

Funding



Elimination period

 **54%** 90 day
35% 180 day

Benefit period

75% to age 65
21% to age 67

Most common rider: Mental & Nervous Conditions — Unum's top cause of attorney IDI claims

63% 2-year benefit period
33% full benefit period




Other common IDI claims among attorneys:


Cancer
Neurologic
Cardiac




Serious Illness Rider:
Pays extra benefits for cancer, stroke and heart attacks

Law firms by employee size

52%  1-99 lives
Cases 222
Attorneys 4,089
LTD avg. benefit \$11,059
IDI avg. benefit \$3,809

18%  100-249 lives
Cases 70
Attorneys 2,834
LTD avg. benefit \$15,475
IDI avg. benefit \$5,421

18%  250-999 lives
Cases 78
Attorneys 8,596
LTD avg. benefit \$21,759
IDI avg. benefit \$7,324

 **One thing is constant:** Unum IDI is the top choice for protecting your attorneys + attracting and retaining top talent.



Unum IDI helps legal industry protect its top talent



Since 2009, this customer had provided Unum group coverage to their employees. Our IDI representative saw an opportunity to illustrate how IDI fills income replacement gaps in the event of a disability. Not only did the rep show the broker and customer the value of IDI, he also demonstrated Unum’s state-of-the-art enrollment tools and ease of implementation. This new streamlined offering helped this mid-size law firm better meet its employees’ needs.

Client snapshot

Industry — Legal
Attorneys/Employees — 1,300
Partners — 215

Previous coverage

Mandatory Unum Group Long Term Disability (LTD)
 50% to \$15,000
 (buy-up 60% to \$15,000)

New coverage from Unum

Long Term Disability:

- Mandatory
- 50% of K-1 earnings to \$12,500

Individual Disability Insurance:

- Tier 1 (Mandatory):
60% less LTD to \$2,500 GSI
- Tier 2 (Voluntary):
60% less LTD to \$10,000 GSI
- Those earning less than \$310,000 receive a flat \$500 policy

To put Unum’s IDI expertise to work for your firm, contact your broker or Unum representative.

Challenges



- The customer was facing an LTD rate increase.
- Their LTD plan was outdated (with a 3-year own-occupation benefit period).
- They had voluntary IDI inforce with another carrier which was dormant.
- The HR director was reluctant to move completely to IDI, because group enrollment had been easy.
- The broker had not previously written IDI.

Solutions



- Unum educated the broker on the need for IDI and presented an integrated LTD and IDI solution.
- Unum suggested replacing the LTD buy-up with \$2,500 mandatory IDI plus \$10,000 IDI buy-up.
- Unum changed the LTD benefit period from 3-year own-occupation to Age 65, to better align with IDI and industry standards.
- The customer allowed Unum to present to the executive committee, as well as host online meetings to answer further questions.
- Unum’s Implementation and Account Managers ensured that the customer was comfortable with the IDI process.

Results



- We achieved greater than 30% IDI voluntary participation.
- The customer received discounted rates on LTD and IDI due to the integrated offering.
- We enhanced our broker relationship by providing valuable education, product offerings and enrollment capabilities.
- The broker wrote their first Unum IDI integrated benefits case.

Results may vary. This case study is true, but identifying characteristics have been changed to preserve confidentiality.
 Unless otherwise stated, all information is from Unum internal data, 2015.
 1 LIMRA, “Individual Disability Income Sales and In-Force Survey Annual Review 2015” (2016), based on multilife.

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