



MULTI-LIFE GUARANTEED STANDARD ISSUE (GSI) CHILDREN'S HOSPITAL

Client

Four executive team members of a Children's Hospital, each earning in excess of \$850,000 annually.

Situation

The hospital provided a mandatory disability program with \$42,500 in monthly benefits through Group LTD and Supplemental IDI. While aligned with the overall benefits strategy, the coverage did not maintain the 60% income replacement ratio in place for the broader staff, prompting the board to address the gap for its executive team.

Assessment

To stay competitive and ensure their highest earners were fully protected, the board sought a mandatory solution that would restore parity, strengthen retention, and demonstrate the hospital's commitment to executive benefits.

Solution

Exceptional Risk Advisors implemented a mandatory multi-life GSI plan, adding \$15,000/month of disability protection for each executive, payable for up to 120 months or until age 70. Guaranteed acceptance and streamlined implementation ensured immediate impact.

Result

The solution was cost effective, but more importantly the hospital board gained peace of mind knowing the executives were adequately protected.

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