

**Y E T W**  **R T H** <sup>SM</sup>  
i n s u r a n c e   s o l u t i o n s

welcome kit  
2021



*insuring potential*



# Experience That Innovates

We are a family-owned general agency dedicated to helping insurance and financial professionals secure the best available income protection solutions for their clients.

For forty years, we've worked with dozens of the top carriers in the industry. That means you'll always be able to access the best options for your clients' income security needs.

Your client works hard for their income and they need a plan to keep it if they get sick or injured. Our in-house e-application platform for each product, Dingo, makes it easy for your clients to apply.

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## A Full-Service Process

### MARKETING

- targeted prospecting
- shareable content
- co-branded campaigns
- contract analysis
- sales strategies

### QUOTING

- prequalifications
- quick quotes
- plan recommendation
- presentation help
- product comparisons

### APPLICATION

- in-person, by mail, via phone, or electronically
- use our in-house e-app for all CI, DI, or LTC products

### PROCESSING

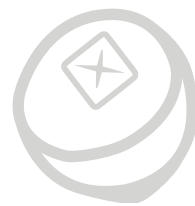
- timely updates for submitted apps
- status reports for in-force business
- continued correspondence

### DECISION & DELIVERY

- policies issued electronically
- or by mail

### ANNUAL SERVICING

- benefit reviews
- policy notices
- benefit changes
- increase opportunities



# Disability Income Insurance

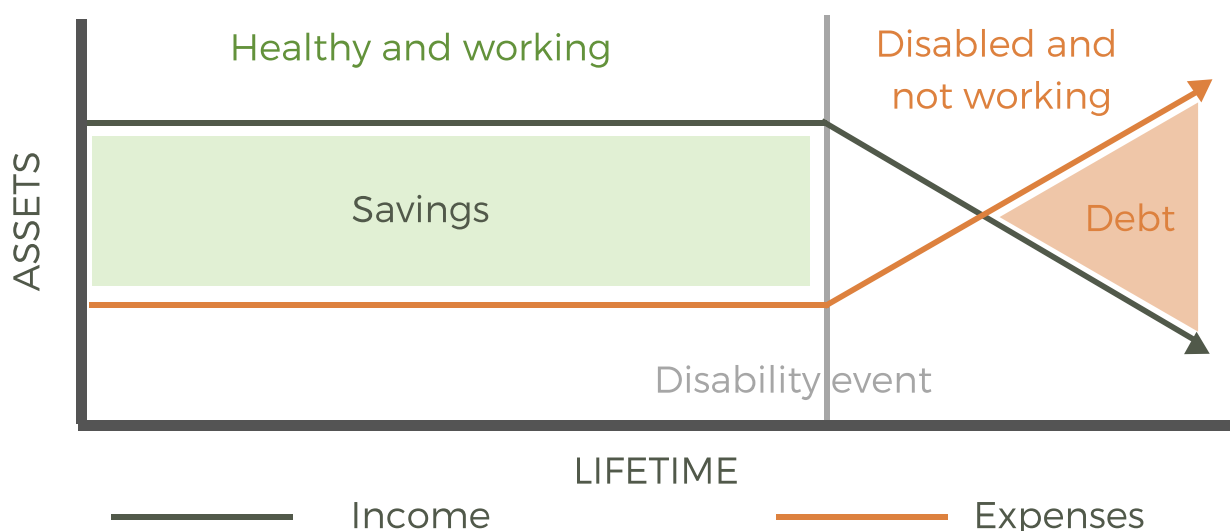
DISABILITY INCOME insurance protects your clients' livelihoods. Chances are, you've already helped them protect their lives and investments. It's time to protect their earnings by fortifying their income stream with disability insurance. Here is a list of top-of-the-line products available through us:

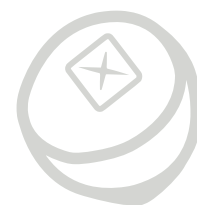
- Individual DI
- Critical Illness
- Group Disability
- Executive Disability
- Key Person Disability
- Business Expense DI
- Buy/Sell Coverage
- Loan Protection DI

1 in 5 of today's 20-year-olds will become disabled before retirement.



**You're either addressing it or you're not.**





# Disability Income Insurance

Coverage for	Premium Paid by	Tax treatment	
		Premium	Benefit

## DISABILITY INCOME

Individual	Individual	Not Deductible	Tax free
Sole Proprietorship	Sole Proprietorship	Not Deductible Business Expense	Tax free
Partner	Partnership	Not Deductible Business Expense	Tax free
Employee	Corporation, Partnership, or Sole Proprietorship	Deductible Business Expense Not taxable income to employee	Reported as income
Employee	Employee funds received through executive bonus	Executive bonus is tax deductible to business and is reported as income to employee	Tax free

## DISABILITY BUY-OUT

Sole Proprietor or business owner	Sole Proprietor or business owner	Not Deductible	Tax free
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## BUSINESS OVERHEAD EXPENSE

Sole Proprietor or business	Sole Proprietor or business	Tax Deductible	Reportable as income
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For producer and financial professional use only. Not for public use for distribution. Your clients should ask their independent tax and legal advisors for advice based on their particular circumstances.

# YETWORTH<sup>SM</sup>

## disability insurance quote request

### Quick Quote

#### Broker Contact

Name Email

#### Client Profile

Name DOB State Sex

Smoker Income

Occupation 1 Year Prior

Job Duties (please be specific) 2 Years Prior

### Quality Quote

#### Business Owner

% Owned Years Employees

#### Government Employee

Years Federal State Municipal

#### Existing Coverage

Replacing Monthly Benefit Max

#### Health information

Back or neck conditions Sleep apnea  
Diabetes Cancer  
Anxiety, depression, or other mental disorder Cardiac condition

Other known health condition for which treatment was provided or recommended:

Last Hospitalization:

Current Medications:



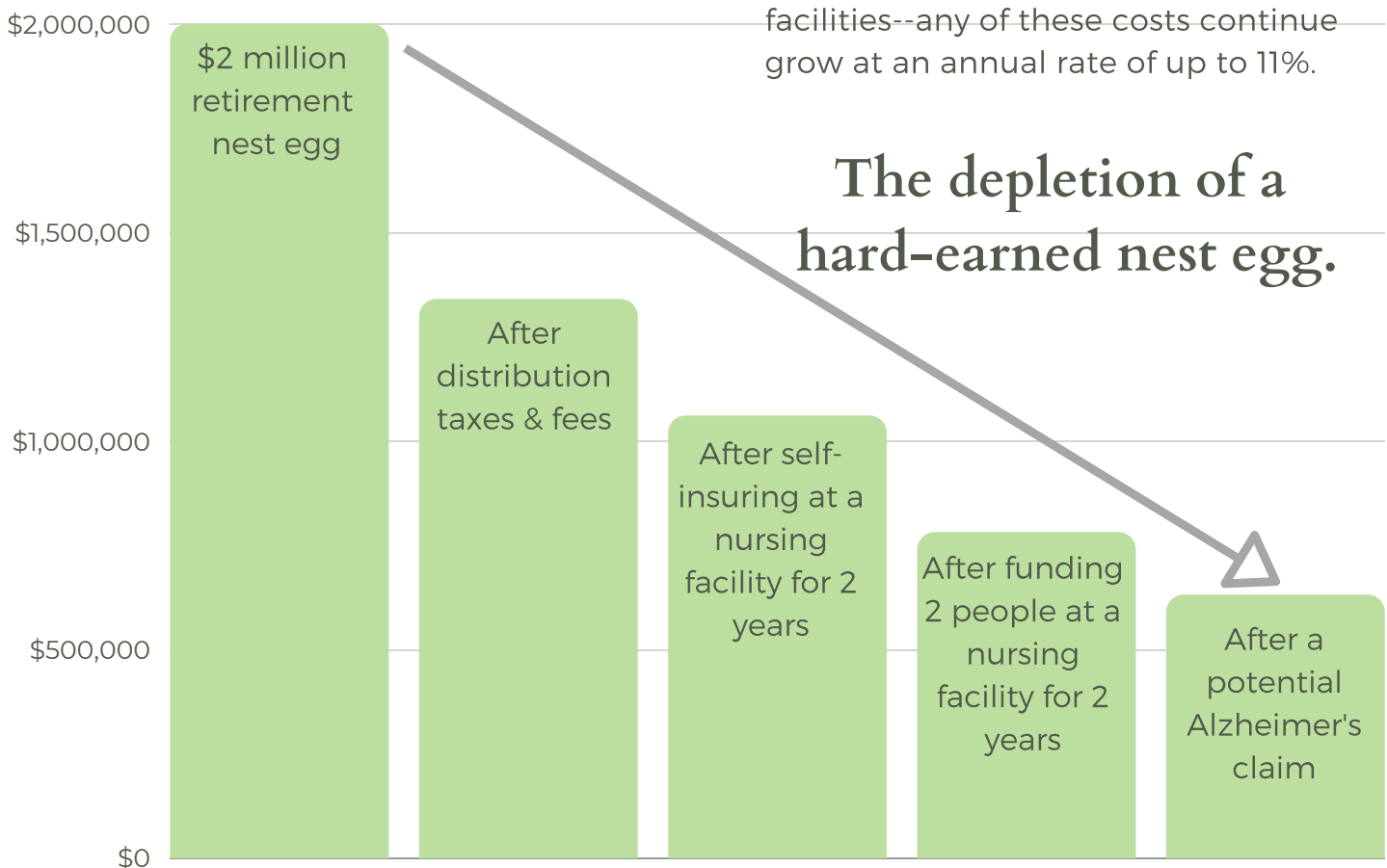


# Long-Term Care Insurance

LONG-TERM CARE insurance protects your clients' retirement savings. If your client plans to live to age 65 then that individual can plan on a 70% chance of using long-term care services, and the probability that this client will also act as a caregiver at some point in retirement is also higher than ever. Your job is to make sure your clients are financially prepared for that endeavor.

We offer:

- Tax-Qualified LTC
- Linked Benefit LTC
- Accelerated Death Benefits
- The average cost for a room in a nursing facility is \$7,756/month. And that's for a semi-private room. Homecare is \$4,576/month.
- In the San Francisco area, the cost for a private room in a nursing facility is \$139,795 annually.
- Homecare, assisted living, nursing facilities--any of these costs continue grow at an annual rate of up to 11%.



# Qualified Long-Term Care Tax Info 2021



Individual	Premiums treated as a medical expense for purposes of itemizing medical expenses. Deductible to the extent that total medical expenses exceed 7.5% of AGI, subject to federal age based premium limits. Premiums can be paid pretax through an HSA.
Self-Employed	Generally, can deduct all LTCI premiums paid for employees (no limit). May deduct 100% of premium paid for LTCI for self, spouse and dependents without regard to the 7.5% threshold, but subject to the federal age-based premium limits.
C-Corp	Generally, can deduct all LTCI premiums paid for employees (no limit). There is no requirement that the LTC coverage be provided by the employer on a nondiscriminatory basis. Not subject to age-based limits.
S-Corp	Generally, can deduct all LTCI premiums paid for employees (no limit). The Sub-S Corp deducts the full premium paid on behalf of the owner. The premium is included in the owner's income from self-employment and subject to self-employed rules.
Partnership	Generally, can deduct all LTCI premiums paid for employees (no limit). The partnership deducts the full premium paid on behalf of the partner. The premium is included in the partner's individual income from self-employment and subject to self-employed rules.

2021 Medi-Cal Spousal  
Impoverishment Limits

Community Spouse Resource Allowance (CSRA) ..... = \$130,380  
Maximum Monthly Maintenance Needs Allowance ..... = \$3,259.50

## 2021 Medicare

Skilled Nursing Facility coinsurance  
21st-100th days ..... = \$185.50

Part A Deductible ..... = \$1,484

Part B Deductible ..... = \$203

## Federal Age-Based Premium Limits

Year	18-40	41-50	51-60	61-70	71+
2021	\$450	\$850	\$1,690	\$4,520	\$5,640
2020	\$430	\$810	\$1,630	\$4,350	\$5,430
2019	\$420	\$790	\$1,580	\$4,220	\$5,270

# Y E T W R T H <sup>SM</sup>

long-term care insurance quote request

## Broker Contact

Name

Email

## Client Profile

Name

State

Sex

Marital Status

Net Worth

DOB

Smoker

## Spouse

Name

State

Sex

Net Worth

DOB

Smoker

## Health

Back or neck conditions

Sleep apnea

Diabetes

Cancer

Anxiety, depression, or other mental disorder

Cardiac condition

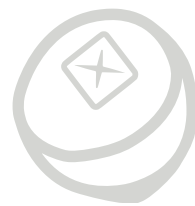
Other known health condition for which treatment was provided or recommended:

Last Hospitalization:

Current Medications:





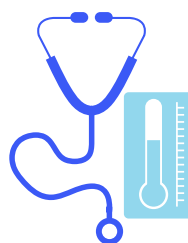


# Critical Illness Insurance

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WHAT IS CI?

Critical illness is an **insurance policy** that pays a **lump-sum** cash benefit upon proof of **diagnosis** of a predetermined list of critical illnesses like **heart attack, cancer, or stroke**.



WHY CI?

- Approximately 38.4% of men and women will be diagnosed with cancer at some point during their lifetimes
- Every 40 seconds, someone in the US has a heart attack
- Someone in the US has a stroke every 40 seconds
- **Survival rates for some critical illnesses are as high as 66%**

\*cancer.gov, cdc.gov, 2018

CI is a lump-sum benefit that can help pay for a high health insurance deductible, and no occupational underwriting is involved.

- ✓ Easy to understand.
- ✓ Accessible to almost anyone.
- ✓ Simple application process.

# Meet the Team

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## Maxwell Schmitz, MSFS, Senior Advisor



Our new president (but 12-years-and-counting in-house DI product specialist), Max has written *The Disability Survival Kit: An Infographic Roadmap to Understanding Your Income Options*, co-authored *The Questions and Answers on Disability Insurance Workbook*, and been a frequent speaker at industry events digitally and in-person. Max earned his Master's degree in Financial Services through the American College and in his spare time enjoys the great midwestern outdoors with his growing family, usually while musing about future industry trends.

\*New Business Inquiries, Case Design, Prequalification, Quotes // [max@yetworth.com](mailto:max@yetworth.com)

## Patrick Lim , New Business Director



Since 2012, Patrick, has been supporting our advisor force in all kinds of ways, from providing proposals, forms, and marketing materials to coming up with new ideas to help advisors better understand everchanging DI and LTC products. He is now our primary case manager for all products. Patrick received a BA in International Studies from UC San Diego, and he enjoys running and experiencing the latest culinary trends at home with his wife and daughter.

\*Case Management Advisor Relations, Contracting & Licensing // [patrick@yetworth.com](mailto:patrick@yetworth.com)

## Laura LaLonde, In-Force Business Director



Laura is the first voice you'll hear when calling Yetworth. She helps incoming callers find the right resources for case inquiries, sends carrier correspondence to our agents, and is our primary in-force business contact. Laura is a long-time contributor to the Giant Steps Therapeutic Equestrian Center in Petaluma, holds a BFA from University of SF Academy of Arts, and is a ray of light to those around her.

\*In-Force Correspondence, Office Administration // [laura@yetworth.com](mailto:laura@yetworth.com)

## Emma Schmitz, Marketing Director



First a writer and then a marketer, Emma develops and distributes most of our messaging and visual identity, as well as performs some of the backend administrative/technical tasks for Yetworth. Working from home in Truckee, CA, she serves on the Friends of the Library board and lives with her dogs and homestead partner, Branden. Emma earned a degree in Creative Writing from UC Santa Cruz and enjoys nerding out about beer and contemporary literature.

\*Digital Communications, Marketing Materials, Publications & Ads // [emma@yetworth.com](mailto:emma@yetworth.com)

## Jack Schmitz, CLU, ChFC, CASL, Executive Director



Jack served as Yetworth's (formerly known as Bay Area Disability, then DI & LTC) president for over thirty years with his wife, Diana, our previous vice president. Jack received his CLU, ChFC, and CASL from the American College, was the 2015 recipient of the International DI Society W. Harold Petersen Lifetime Achievement Award, has led several local financial associations, and is a past president of The Plus Group. He likes to hike, paddle board, and spend time with friends and family over good wine and food.

\*Brokerage Consultant, Contract, Rate Increase, Comp, & Viability Inquiries // [jack@yetworth.com](mailto:jack@yetworth.com)

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