

How can I save money?

There are two ways to keep the cost of disability insurance down:

1. **Electing a longer waiting period before benefits begin**

If you have enough resources to cover expenses during the first three months of disability, your premiums will be lower than with coverage that starts after 30 days.

2. **Electing a shorter benefit period**

In this case, benefits are payable to age 65 -- the age at which you would normally retire -- instead of for a lifetime. However, choosing a benefit period of two-to-five years, ending before normal retirement age, could be penny-wise and pound-foolish. You might save money on premiums, but you could be without coverage when you need it most. Disability of long duration poses the greatest financial hardship.

Source: *Insurance Information Institute, Inc. (www.iii.org)*