



# THE COMMUNICATOR

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## Great Ideas for Unique Insurance Sales Opportunities

Multi Life BOE (Guaranteed Issue)

*Take the case of...*

... an engineering firm with 22 partners. Each partner was expected to carry his/her own weight, so a [Multi Life Business Overhead Expense](#) plan was purchased. There was also a concern for partial disability coverage and that was made a reality when due to an injury one of the partners was only able to work a small portion of the day. With the fact that deadlines would be missed unless a substitute could be found, the partial disability rider on the Business Overhead Expense plan performed as promised.

### To Learn More...

Petersen International Underwriters offer "Meetings On Demand (MOD)" which are available to you and your staff. You can arrange to learn more about any of PIU's products – on your schedule and in the comfort of your office. Contact Thomas Petersen, Cathy Kennedy, or Erik Petersen to set up your MOD.

Home of [DISABILITY FINANCIAL PLANS](#)

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when your traditional carrier *can't ...or won't.*

T) 800.345.8816   E) [piu@piu.org](mailto:piu@piu.org)   W) [www.piu.org](http://www.piu.org)

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