



THE COMMUNICATOR

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Great Ideas for Unique Insurance Sales Opportunities

Take the case of

Mrs. K, a talented litigation attorney working for a large New York law firm, is offered a two year assignment with the administration of the President of the United States. This assignment offers an income of \$250,000 annually and will be an exemplary credential for her, probably boosting her career to the next level. BUT it means taking a leave of absence from her job and her \$2,000,000 annual income, and no longer being eligible for the firm's Long Term Disability Plan.

What would happen to Mrs. K if she were to become disabled during the next two years? Her ability to go back to earning the big dollars would be in jeopardy. Her current life style is built around her previous income, so the financial consequences of a disability will be even more devastating. How can Mrs. K protect her previous financial position?

Petersen International Underwriters offered a solution to this major concern. A temporary [disability policy](#) was put into place during her 2 year assignment. The benefits were based on her prior income which would then stabilize the concerns for taking this exciting and rewarding opportunity with the U.S. government.

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