

# Farmers and Ranchers

Paycheck Power® Series



# DI is important for farmers and ranchers

As a farmer or rancher, you understand there's a possibility of being injured while working. What would you do if you became Totally Disabled\* due to illness or injury and couldn't work? Disability income insurance (DI) from Illinois Mutual can help you prepare for the unexpected and help protect your income.

## Farmers can get DI coverage

Even if farm depreciation and expenses result in little or no reportable income for federal income tax purposes, farmers are usually eligible for individual and business expense DI. To make getting DI coverage easy, Illinois Mutual allows you to use acreage or herd size to determine the monthly benefit amount available when income cannot be verified by tax returns.

FARM SIZE (ACRES)	AMOUNT (MONTHLY)	HERD SIZE (HEAD)	AMOUNT (MONTHLY)
200+	Up to \$2,000	24-49	Up to \$2,000
350+	Up to \$2,500	50-74	Up to \$2,500
500+	Up to \$3,000	75+	Up to \$3,000

## How far does your income go?

Take a minute to determine the total expenses your income has to cover.

### Personal Paycheck Power®

Mortgage/Rent \$ \_\_\_\_\_

Utilities \_\_\_\_\_  
(gas, electric, phone, internet, cable)

Groceries \_\_\_\_\_

Car Payments \_\_\_\_\_

Other Insurance \_\_\_\_\_  
(auto, home, health, life)

Childcare/Education Needs \_\_\_\_\_

Credit Cards/Other Debt \_\_\_\_\_

Spending Money \_\_\_\_\_

Other Obligations \_\_\_\_\_

**Monthly Total\*\*** \$ \_\_\_\_\_  
(DI needed)

### Business Expense Power®

Depreciation \$ \_\_\_\_\_

Payroll Taxes \_\_\_\_\_

Employee Salaries \_\_\_\_\_

Property Taxes \_\_\_\_\_

Utilities \_\_\_\_\_  
(outbuildings gas, electric)

Interest on Notes \_\_\_\_\_

**Monthly Total\*\*** \$ \_\_\_\_\_  
(Business expense DI needed)

*\*\*In selecting coverage amounts, you should review other in force disability coverages, including any group disability income plan through your employer, which may be offset or reduced by any benefits that you may receive under this policy.*

*\*Total Disability for any one period of disability starting while this policy is in force means: a) During the first 24 months, your inability to perform the substantial and material duties of your occupation and you are not engaged in any other occupation for wage or profit. b) After 24 months, your inability to perform the substantial and material duties of any occupation for wage or profit in which you might expect to be engaged, with due regard to your education, training, experience and you are not engaged in any occupation for wage or profit. Definition of Total Disability differs in LA and UT. See your policy for complete terms of coverage.*

## Personal Paycheck Power®

DI can help protect your ability to earn a living. With a Personal Paycheck Power® DI policy, if you become Totally Disabled, you can use your benefits to help pay for living expenses or anything you choose.\*

## Business Expense Power®

As a farm or ranch owner, if you become totally disabled, Business Expense Power® DI can provide a benefit to help reimburse you for eligible fixed business overhead expenses\*\*\* each month.† By continuing to pay ongoing expenses, you can help keep your business intact until you return to work or make alternate business arrangements.

Please note, although premiums paid for Business Expense Power® generally are tax-deductible as a business expense, benefits received under the plan must be treated as business income.

\*\*\*See the policy for eligible expenses.  
†If using the acreage/herd size to determine individual benefit, it must also be used to determine the business expense benefit.

In addition, the Business Expense Power® benefit helps free up other money you may need to help cover hospital bills, personal living expenses, and your family's needs.

## 5% Premium Discount

You are eligible to receive a 5% premium discount on an Illinois Mutual Personal Paycheck Power® policy and Business Expense Power® policy when both policies are submitted at the same time and issued. The 5% discount applies to both policies. Together, your policies can cover a portion of your net personal income and eligible business expenses based on your particular policies.

Ask your agent if you qualify for the Business Owner Class Upgrade!





## Strength

A strong capital position backed by \$1.51 billion in assets.

*As of 6/30/19*



## Stability

In business for over 100 years.



## Values

Family-operated business for five generations.



## Support

A mutual insurance company focused on the interests of our policyowners.

*Policy Form DI105, Disability Income Policy  
Policy Form BE105, Business Expense Disability Income Policy*

*Not available in AK, CA, DC, HI or NY. Coverage and availability may vary in other states.*

*For costs and details of coverage, limitations, exclusions and terms, contact Illinois Mutual. If any discrepancies exist between this communication and the policy, the terms of the policy will control.*

*Illinois Mutual, its agents and representatives may not give legal or tax advice. An independent tax advisor should be consulted regarding individual circumstances.*

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