

# Application for Insurance Listing/Advertising on The White Coat Investor Website

## Personal and Firm Information

Your Name: **Phil Neujahr**

Name of Firm: **Physician's Disability Insurance Agency LLC**

Insert link to your website: **www.disabilityinsuranceagency.com**

Which services do you provide:

***Term life insurance***

***Disability insurance***

Permanent life insurance

Annuities

Other services (please list):

Years of financial experience: **N/A**

Years of experience selling life and/or disability insurance: **18**

Years your firm been in business: **10**

Which of the following designations do you hold (Check all that apply):

CFA

CFP

ChFC

CLU

CPA

PFS

EA

MBA

***BS or MS in finance related field***

Other (please list):

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation. **No**

Have any of your former clients sued you? What was the outcome? Please attach explanation. **No**

Are you currently involved in a lawsuit by a client or former client? Please attach explanation. **No**

## Insurance Philosophy

Are you an independent agent? I.e. Are you able to sell life or disability insurance from any company to any client?

**Yes. We are a nationwide independent agency and have broker contracts with all of the major insurance companies. We provide each client a detailed side-by-side comparison sheet of the major insurance companies, based on their unique situations, to ensure our clients are well-informed in an effort for them to obtain the best coverage at the best price.**

Do you have access to Compulife software (or similar)? Do you routinely use it to ensure your client is getting the lowest cost term insurance available from a reasonably financially strong company?

**Yes. All term life quotes are generated through CPS Insurance Services, our agency's life insurance general agent, and one of the leading independent marketers of life insurance products.**

What is your association (if any) with Guardian?

**We are an Inner Circle agent with Guardian, meaning we are one of their top national producers. However, we are not directly affiliated and have access to their insurance products through a general agent.**

What is your association (if any) with Northwestern Mutual Life?

**We do not have any association with Northwestern Mutual Life.**

What life insurance companies do you typically use for term life policies for clients? Please list any company that comprises 5% or more of the term life policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

**United of Omaha – 30%  
Banner Life – 30%  
Principal Life – 10%  
Cincinnati Life – 10%  
TransAmerica – 10%  
Other A+ rated carriers – 10%**

What disability insurance companies do you typically use for disability policies for clients? Please list any company that comprises 5% or more of the disability policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

**Principal Life – 25%  
Guardian – 25%  
Standard – 20%  
Mass Mutual – 10%  
Ameritas – 10%  
Ohio National – 10%**

Do you believe that most doctors should own a cash value life insurance policy?

**It depends on each individual's situation.**

To what percentage of your clients have you sold a cash value life insurance policy?

**None**

Please describe your use of permanent life insurance- types of policies recommended and reasoning:

**We do not advise our clients on permanent life insurance products. Our primary business model is to assist physicians in obtaining the best disability insurance product available to them based on their circumstances. However, we do provide our clients with assistance in securing affordable term life insurance policies from reputable carriers with high financial strength ratings. We recommend for our clients to inquire**

**with a financial planner about whether permanent life insurance makes sense for their long-term life insurance & investment strategy.**

To approximately what percentage of your clients under 60 do you recommend an annuity? What type?

**None**

To approximately what percentage of your clients over 60 do you recommend an annuity? What type?

**None**

Approximately what percentage of your firm's revenue comes from the following sources in any given year:

Term life commissions: **10%**

Disability commissions: **90%**

Permanent life commissions: **0**

Annuities: **0**

Other insurance commissions: **0**

Other fees: **0**

## **Physician Specific Issues**

How many physicians and/or dentists have you sold a disability insurance policy to in the last year?

**~200**

Do you have access to disability insurance discounts for most of the large physician employers across the country?

**Yes. We have access to hundreds of "unisex" multi-life discounts for residency programs throughout the U.S., which can reduce premiums by 10-40% depending on gender, as well as various 10% "association" discounts.**

Are you familiar with the various medical association group life and disability policies?

**Yes, we advise our clients of the vast differences between individual policies and group association policies so that they can make an informed financial decision for both themselves and their families.**

What do you feel is your biggest value-add for a doctor?

**Our service is truly second to none. Obtaining a disability insurance policy can seem like an intimidating process, our agency helps make this easy. We'll get to you know, answer all of your questions, and help you make a quality decision when it comes to your disability insurance policy. We'll handle the entire application process and keep you updated along the way. Our clients are confident in our services and secure with their disability insurance.**

**We're also a free service to our clients, as we are commissioned by the insurance company when the policy is placed in effect, and we'll never charge any additional fees.**

Anything else that you would like me to take into consideration with regards to your application? (Attach additional documentation as desired)

**We'll let a few of our clients share their experiences with our agency:**

**“Their agents worked with me in obtaining both disability and life insurance. Throughout they were always professional, knowledgeable and personable which made the whole process a very positive experience.” - DR. ANDREEA NITU (NY)**

**“Their agents made my entire disability insurance application process pain-free. It's not easy to understand the complex terminology of a disability insurance contract but they were very patient in explaining me all the details. I received an easy-to-understand comparison chart that helped me pick the insurance of my choice. 5-star service!” - DR. ANIRUDH KAPOOR (NJ)**

**“I was fortunate to find this agency for my disability insurance search. Their agents put quotes together for me that were straight forward and easy to understand. They are easy to work with and made the process smooth. I have already been referring colleagues for their services!”**

**- DR. LAUREN ROSSMAN (PA)**