

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

Personal and Firm Information

Your Name: **Chris Wimberly**

Name of Firm: **The Disability Doc Insurance Solutions**

Insert link to your website: **<https://thedisabilitydoc.com>**

Which services do you provide:

Term life insurance	Yes
Permanent life insurance	Yes, although rarely (less than 1% of all life policies)
Disability insurance	Yes
Annuities	No
Other services (<u>please list</u>):	Long Term Care Insurance

Years of financial experience: **7**

Years of experience selling life and/or disability insurance: **7**

Years your firm been in business: **1**

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, absolutely, 100% independent and wouldn't have it any other way. I do not work directly for any insurance company and aim to serve the client's best interest. I can offer any insurance company that is willing to contract with an independent agent.

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, I have used Compulife software for years and it is my "go to" for quoting term life insurance.

What is your association (if any) with Guardian?

I am an independent broker with Guardian and have never been employed by the company. I am not a career agent. Simply an independent broker.

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

None at all.

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.

I work mostly with the below companies and have written business with each of them over the last year. I do not typically recommend one over the other as it is based on market premiums at the time.

Principal Life

Guardian Life

Banner Life

Lincoln life

Ohio National

Prudential

Pacific Life

Symetra

United of Omaha

Transamerica

MetLife (Brighthouse Financial now)

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.

I work mostly with the below companies and have written business with each of them over the last year. I do not typically recommend one over the other as it is based on the needs of each individual client as well as discounts available at the time and also discussion of financial strength.

Guardian/Berkshire

Principal Financial

Mass Mutual

Ohio National

The Standard

Ameritas (previously Union Central)

MetLife (no longer offering disability insurance in the individual market)

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

No

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

Less than 1%

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

Initially, I always recommend term life insurance. Occasionally, a conversation may steer towards the use of Guaranteed Universal Life (GUL) insurance to obtain coverage for longer than term could provide. In some (but very few circumstances) it might possibly be recommended to look at Indexed Universal Life (IUL) or Whole Life as a long-term savings tool with cash value.

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

None – annuities are not my specialty

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

None – annuities are not my specialty

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

Term life commissions: 20%

Disability commissions: 80%

Permanent life commissions: <1%

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?

Roughly 300

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

Yes, absolutely. This is key. We have discounts across the nation at numerous hospitals, residency and fellowship programs, medical universities, and large medical groups.

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

Yes, very familiar

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

Disability insurance is a complex type of insurance. Given the many riders, features, modifications, discounts, medial underwriting, financial underwriting, future increase considerations, timing strategies, etc. that can be applied to this type of insurance, it is surely not one size fits all.

My value add is being able to make the complex, simple. Physicians and residents are busy enough. What they need is a trusted resource that can give them great advice and work on their behalf to help narrow down the many options to something that is a good fit. I offer a very personalized level of service and enjoy taking advantage of today's technology tools to help make the plan selection and application process smooth and efficient.

I currently have created over 30 short, educational videos explaining the various riders and strategies of disability insurance. My goal with this is to help simplify the understanding of various plan design options. I want to make the process for selecting a plan as easy as possible.

But, more importantly, I truly care about the individuals I work with. My goal is not to direct them towards any single carrier or plan. I aim simply to educate and facilitate the process of choosing a carrier that has strong financial ratings, solid plan provisions, trustworthy contract language, and the best discounts available. I want my clients to feel confident knowing they have selected the option that truly fits their situation the best.

With me, you will not get a large insurance agency with many producers, multiple departments, and dozens of extensions to choose from. We are a small team of dedicated professionals and are here to serve you. I will personally work with you throughout each step of the process and I prefer it this way. You will never be "sold" an insurance policy, and you will never be just a "number." I stay in touch with my clients over the years and I am as involved as you'd like me to be.

My daily mission is to be a man of character, honor, and integrity, and I put my family and faith at the forefront of my efforts. My intention is to work at everything I do with all my heart, and I operate on the principle that we truly “reap what we sow.”

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

I have worked with disability and life insurance products for many years now. I have especially enjoyed working with physicians and residents over the last few years and have found that this is my “sweet spot.” I thoroughly enjoy the physician disability insurance market.

Over the years, I have worked as a producer for other independent insurance agencies. While I am grateful for my time served and industry experience gained at those other agencies, I have recently branched out to start and operate my own independent insurance brokerage (as of 2017) under the name “The Disability Doc” (starting my own agency has been a dream of mine for years now, and I am grateful to finally be moving forward). While my agency name itself is new to the market, my personal experience specializing with physician disability insurance is tried and tested. I look forward to working with you!