

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

Personal and Firm Information

Your Name: **Chuck Krugh**

Name of Firm: **DoctorDisability**

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

Which services do you provide:

Disability insurance

Term life insurance

Permanent life insurance

Years of financial experience: **25**

Years of experience selling life and/or disability insurance: **25**

Years your firm been in business: **16**

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

Certified Financial Planner (CFP)

Chartered Financial Consultant (ChFC)

Chartered Life Underwriter (CLU)

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**

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**

What is your association (if any) with Guardian? **Full Time Agent (FTA)**

What is your association (if any) with Northwestern Mutual Life? **None**

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.

We are contracted with over 20 life insurance companies. The ones we use most frequently are:

- **Principal**
- **Mass Mutual**
- **Guardian**
- **Banner**
- **Prudential**
- **Transamerica**
- **Protective**

What disability insurance companies do you typically use for disability policies for clients? Please list the approximate percentage of times you recommend a policy from that company.

Principal: 30%

Mass Mutual: 30%

Guardian: 30%

Ameritas: 5%

Standard: 3%

Ohio National: 0% (this company has become too financially unstable)

Assurity: 1% (high risk only)

Lloyds/Petersen: 1% (high risk only)

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? **<1%**

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

- **When the need for life insurance is permanent (estate planning, special needs child, younger spouse, etc.)**
- **When a high income client is looking for tax-favorable cash accumulation along with permanent life insurance and they have exhausted all other tax-deductible options.**

To approximately what percentage of your clients under 60 do you recommend an annuity? What type? **We do not sell annuities.**

To approximately what percentage of your clients over 60 do you recommend an annuity? What type? **We do not sell annuities.**

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

Disability commissions: **70%**

Term life commissions: **25%**

Permanent life commissions: **5%**

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? **In excess of 300.**

Do you have access to disability insurance discounts for most of the large physician employers across the country? **Yes, we have access to discounts with all insurance carriers.**

Are you familiar with the various medical association group life and disability policies? **Yes, we are very familiar with all of the association sponsored disability and life policies.**

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

I started DoctorDisability with the mission of providing financial security to doctors and their families - and here is why:

When I was six years old, my father had a major heart attack. When I was eleven, he passed away from a stroke. As difficult as that time was for my mom and me, we never struggled financially. We stayed in the same house, ate the same food, drove the same car and my mom didn't go back to work. Most days when I came home from school, she was there to greet me.

It wasn't until many years later that I learned the reason for our financial stability; it was the insurance planning my dad had done shortly after I was born. It was his disability insurance that provided for us when he became unable to work after his heart attack and his life insurance after he passed away.

Though I never met my dad's insurance agent, he is possibly one of the most significant figures in my life. His work protected us from financial ruin in our time of grief and, in a way, enabled my dad to continue to provide for his family long after he was gone.

It was this experience that let me to a career in insurance.

I launched DoctorDisability in 2003 and since then we have helped over 20,000 doctors protect their income - in the same way as my dad's agent did for him.

Vital and timeless guiding principles for DoctorDisability:

Integrity: We will always do what is in the best interest of our clients. This means providing honest, unbiased, and sound advice when it comes to purchasing a policy. We treat our clients the way we would want to be treated; with honesty and integrity

Excellence: We are passionate about our work and constantly seek to exceed our client's expectations. We strive to provide excellent customer service and an extraordinary customer experience by adding value in every client interaction.

Giving Back - We are very proud to partner with Su Refugio!

Currently operating in the countries of Paraguay, Peru and Argentina, Su Refugio runs various community outreach centers, residential-style homes for abused children, vocational training centers for women, schools and feeding centers. Through various global partnerships they are seeking to ensure every child is fed, protected, known & loved.

Through Su Refugio, Doctor Disability provides **100 meals** to orphaned children for every new policy purchased.

If you would like to find out more or make a donation to Su Refugio, please visit www.surefugio.org