

Personal Insurance Services from CAP

CAP Physicians Insurance Agency, Inc., is an insurance agency owned by the Cooperative of American Physicians, Inc. (CAP). Our mission is "Protecting Your Practice and You" by serving the insurance needs of our members. On your behalf, we have researched and negotiated with the leading insurance carriers to secure products at competitive rates for disability coverage, Long Term Care coverage, and Term Life insurance. We are your agency and stand ready to serve your interests.

Term Life insurance is an important financial tool to help you protect your family's future. CAP Physicians Insurance Agency, Inc., wants to help you purchase a quality policy with favorable pricing. To this end, we have included for your review a sample Term Life rate sheet with a faxable quote request form. Simply complete the short form and fax it to 213-947-1939.

If you have been thinking about acquiring Term Life coverage or if you think you may be paying too much for your existing coverage – do not wait!

Through CAP Physicians Insurance Agency, Inc., we protect your practice by offering tailored insurance with quality insurance providers.

Term Life Sample Rates/Annual Premiums \$1 Million 10-Year Level Term Life Insurance

	Age 35	Age 40	Age 45	Age 50	Age 55
Female:	\$215	\$295	\$475	\$715	\$1,115
Male:	\$235	\$315	\$545	\$875	\$1,495

Premiums guaranteed to stay level for 10-years with continued availability of coverage to specified age; premiums shown reflect Preferred Best Non-Smoker Rates (rates are based on the health of Insured). In addition, premium guarantees of 20-year and 30-year are also available.

The coverage and sample rates quoted are not a promise of insurance or coverage and are subject to policy issuance pending formal underwriting under guidelines and practices established by the respective insurance companies offering Term Life as regulated by the California Department of Insurance.

Yes! I would like a quote or information about Term Life insurance:

Member Name: _____ DOB _____ Gender: M F
 Spouse's Name: _____ DOB _____ Gender: M F

Amount of insurance desired: \$ 1 Million \$ 2 Million \$ 3 Million
 Other amount requested \$ _____

Term period desired: 10-Year 20-Year 30-Year Guaranteed Lifetime

Please indicate below how you would prefer that we send you your quote.

Via fax: _____ Via e-mail: _____
 (Please provide fax number) (Please provide e-mail address)



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Please fax your completed form to 213-947-1939

Case Study

Dr. Smith (42 years old) has been in practice for five years and wants to expand, but understands the financial burden it could cause his wife of seven years and their two children if he were to pass away prematurely.

Dr. Smith and his family live in a beautiful home that allows his children, a son six years old and a daughter four years old, to run around and play. The mortgage is \$800,000. With this in mind, Dr. and Mrs. Smith (38 years old) would like to cover their lifestyle in the event of his premature death.

Mrs. Smith calls CAP Physicians Insurance Agency, Inc., to see what they should do. She is thinking they will need about \$3,000,000 in life insurance for 30 years on Dr. Smith, to cover the costs and to allow Mrs. Smith to raise their two children.

In speaking to Bob at CAP Physicians Insurance Agency, Inc., he advises Mrs. Smith to look at splitting the coverage into separate policies with an explanation of what the policies will accomplish for the Smith family.

Option One:

30-Year Term for \$3,000,000 is \$4,118 annually.

Recommended Options:

A **10-Year Term for \$500,000 is \$250 annually** to cover practice expansion. More than likely, the bank will require an assignment to protect their investment. If Dr. Smith repays the loan sooner, or he no longer needs this coverage, he can simply cancel the policy without affecting the other policies purchased.

A **20-Year Term for \$1,000,000 is \$795 annually** to cover the kids' college education. Because Dr. and Mrs. Smith plan to have their children attend graduate school, the cost for coverage is of, course, higher.

A **30-Year Term for \$750,000 is \$1,103 annually** to cover the mortgage. If the Smiths pay off the mortgage sooner, they can choose to keep the coverage or cancel, but the decision is theirs without feeling locked in.

A **20-Year Term for \$750,000 is \$363 annually** on Mrs. Smith in case of her premature death. Dr. Smith would be unable to take off from work to care for the kids and replace all that Mrs. Smith does for the family, so the coverage on her would allow Dr. Smith to hire staff to attend to Mrs. Smith's duties.

The total savings is \$1,607 and includes coverage to meet all the family's needs. All of the policies would be issued at the same time, so all needs would be covered with one exam. As compared to option one, the Smiths would still have enough to get a Lifetime policy for \$250,000 at \$1,576 to cover death and final expenses past the 30-year policy.