

## How would you pay your business expenses if you became injured or ill?

As your business has grown, your overhead expenses likely have too. Employee salaries, utility bills, rent, equipment and maintenance can add up quickly. If an injury or illness were to keep you from working, how would you afford these expenses? Would you have to use personal funds or take out a loan to keep your business afloat?

With Business Overhead Expense Insurance, your business expenses can be covered.

### Coverage benefits

Designed specifically for AAO member orthodontists, and underwritten by New York Life Insurance Company, this policy includes specific benefits to better protect you and your income.



#### MULTIPLE COVERAGE OPTIONS

Choose a coverage amount from \$500 to \$25,000 per month to meet the needs of your practice.

#### RELIABLE COVERAGE

Built specifically for AAO members, this coverage is designed to protect your business while you're disabled, helping pay for such routine business expenses like rent, utilities, employees' salaries, principal and interest payments on outstanding business debts, equipment maintenance and more.

#### FUTURE INCREASE OPTION

Increase your coverage in the future without medical underwriting.

#### PREMIUM WAIVERS

If you become totally disabled for six months, your premium may be waived.

Help protect your practice today. Apply at [AAO-Insurance.com](https://www.aao-insurance.com)  
or call (844) 893-9888.

## Frequently asked questions



### **What does Business Overhead Expense Insurance cover?**

This policy covers employees' salaries and payroll taxes, rent, equipment maintenance, payments on outstanding business debts, utilities, insurance premiums, accounting fees, professional membership dues and more.

If you are incorporated, a partner, or a joint tenant, covered overhead expenses only include your share.

This policy does not cover: salaries, fees, income taxes, drawing accounts, profits, or other remuneration to you or a partner, salaries of employees hired after your disability began, the salaries of or fees paid to other individuals in the same occupation as you, cost of goods, merchandise, or office equipment depreciation, any expense for which you were not liable prior to your disability, or which is not normally reimbursable under any business expense policy.

### **What coverage level should I consider?**

You can select the coverage level you feel most comfortable with, however, the monthly benefit paid cannot exceed the lesser of: your practice's average monthly expenses incurred in the six-month period before your disability; the actual expenses incurred for each month you are disabled, and; the monthly benefit amount in force.

### **What is the future increase option?**

If you are under 50, you can increase your monthly benefit amount by \$200, with no medical underwriting. This benefit allows you to increase your monthly benefits as your earnings grow. Your premium will be increased accordingly.

### **What is the waiting period?**

The waiting period is the number of consecutive days you must be totally disabled before benefits can begin. For this full-time coverage, the waiting period is 30 days.

### **What is the benefit period?**

The benefit period is the duration of how long monthly benefits will be paid after you have satisfied your waiting period. The benefit period for this policy is 24 months.

The AAO-Endorsed Insurance Program is administered by Lockton Affinity, LLC d/b/a Lockton Affinity Insurance Brokers LLC, Affinity Administrator Services, LLC in California Insurance License Number **0795478**, and in Arkansas Insurance License Number 100108685. Coverage may not be available in all states and is subject to actual policy terms and conditions. Policy benefits are the sole obligation of the issuing insurance company. American Association of Orthodontists (AAO) will receive a royalty fee for the licensing of its name and trademarks as part of the insurance program offered to the extent permitted by applicable law.

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Underwritten by New York Life Insurance Company, 51 Madison Avenue, New York, NY 10010 under Group Policy No. G-14242-4 on Policy Form GMR-FACE/G-14242-4.

New York Life Insurance Company is licensed/authorized to transact business in all of the 50 United States, the District of Columbia, Puerto Rico and Canada. However, not all group plans it underwrites are available in all jurisdictions. Please check the Plan detail sections for current availability. New York Life Insurance Company's state of domicile is New York, and NAIC ID is #66915. AAO incurs certain administrative expenses in connection with this sponsored program. To provide and maintain this valuable membership benefit, it is reimbursed for such expenses.

## Additional coverage details

### What is a total disability?

The policy is designed to pay benefits when you become totally disabled. Total disability means that, due to a covered illness or injury, you are unable to perform the material and substantial duties of your own occupation as a specialist in orthodontics for which you have been specifically educated and trained. You must also be under a doctor's care and not working at any gainful occupation to be considered totally disabled.

### Who is eligible for this benefit?

- An orthodontist under age 65
- Residing in the United States (excluding Territories), Puerto Rico, or Canada (except Quebec)
- An AAO member who is at FULL-TIME WORK: the active performance for pay or profit of his/her normal occupation on a basis of at least 20 hours per week at the place such duties are normally performed
- Is not on full-time active military duty
- Is not a full-time student

### Exclusions or limitations

Benefits are not paid for disabilities resulting from:

- War or military service
- Self-inflicted injuries while the insured is sane
- Your incarceration for, or participation in (except as a victim), an illegal occupation/activity or the commission of a crime
- Pregnancy, except for specific complications
- Conditions for which an impairment restriction has been placed on your coverage
- An illness or injury which occurs before you are insured under the Plan, and/ or does not require the care of a licensed physician or surgeon other than yourself (or a member of your immediate family or household) during the period of disability
- Conditions that do not require a doctor's regular care

Benefits are not paid for the first 30 days of a disability.

### Rates

Current rates as of 2023\*:

Benefits are available from \$500 to \$25,000 per month (in \$100 units).

Age	Annual Premiums per \$1,000
<40	\$30
40-49	\$50
50-59	\$95
60-64	\$170
65-69**	\$250
70-72**+	\$390

\*All premiums are based on your age each October 1st and increase as you attain a new age bracket (e.g. 35, 40, etc). New York Life reserves the right to change rates on any premium due date or on any date which benefits are changed. + Termination age \*\*Renewal only The premium contributions shown reflect the current rate and benefit structure. Premium contributions may be changed by New York Life Insurance Company on any premium due date and any date on which benefits are changed. However, your rates may change only if they are changed for all others in the same class of insureds. For example, a class of insureds is a group of people with the same issue age. Benefit option amounts are not guaranteed and are subject to change by Agreement between New York Life and the American Association of Orthodontists.

IMPORTANT TAX INFORMATION FOR RESIDENTS OF MANITOBA AND ONTARIO, CANADA: These two provinces require sales tax on premiums

for group insurance purchased by individuals. A tax will be added to the amount of any premium due (in U.S. dollars): 8% for Ontario and 7% for Manitoba.

### When will coverage become effective?

In order to become insured, you must provide satisfactory evidence of insurability and pay the required premium. Insurance will become effective on the first of the month following the date your coverage is approved by New York Life, provided the initial premium deposit is paid within 31 days of that date, and you are performing the normal activities of a person of good health and like age [NC residents: a person of like age] on that date. If you are not performing your normal activities as required, you will not become insured until the day you are performing such activities, provided such date is within three months of the date insurance would have been effective, and you are still eligible.

### Future Increase Option

This coverage also includes a Future Increase Option that allows you to increase your monthly benefit amount by \$200, subject to the maximums described above, with no medical underwriting as long as:

- You are under age 50
- You are not disabled on the effective date of the increase If approved, this benefit can be exercised monthly until the earlier of the following occurrences:
- You reach age 50
- The total payments under this option reach \$1,000, or
- Your coverage under this Office Overhead Policy ceases (see "When Insurance Ends")

Your premium will be based on the new benefit amount.

### When insurance ends

Your coverage under this Professional Office Overhead Policy will end upon the earlier of the following occurrences:

- You attain age 72
- Your AAO membership ceases
- You cease FULL-TIME WORK as defined, for reason other than disability
- Premiums are not paid when due
- You begin active military duty
- The Policy is terminated or modified to end coverage for the group of insureds to whom you belong, or
- You request to end such coverage

### How do I apply?

Apply online at [AAO-Insurance.com/disability](http://AAO-Insurance.com/disability).

Apply by phone at (844) 893-9888 Monday-Friday, 8 am – 6 pm CST.

*This document is only a brief description of some of the policy's principal provisions and features. The complete terms are set forth in the group policy issued by New York Life Insurance Company to the American Association of Orthodontists.*

