

Dear Student,

Because you're a student at the University of North Dakota, did you know that you may be eligible for Individual Disability Insurance (DI) with Guardian Life without medical underwriting? Guardian Life has protected you through a group long-term disability policy while you were a student.

DI can offer valuable protection, especially to physicians wishing to protect their future earnings. After all, your income is the foundation of all your financial and savings goals.

Here are two reasons to consider this exclusive offer:

- You can qualify for a monthly benefit up to \$1,000 along with \$2,000 of our future increase rider to keep up with your increasing income in the future. No medical questions are asked, regardless of any pre-existing medical conditions. Higher levels of coverage are available to you with full medical underwriting.
- 2) This is **true own occupation** coverage with specialty language, which is critical to physicians. This means, if you're too sick or hurt to work in your specific occupation and choose to work in another occupation, 100% of the monthly benefit would be paid. If you're a surgeon or in a specialty providing direct patient care, we offer an even more enhanced definition for disability.

Disability Income is not a luxury and is a critical part of all financial plans. Your conversion privilege is limited. The conversion privilege is available in the medical student's final year and within the time limits defined under the group contract.

To obtain additional information available to you, please contact:

Jon Erickson CIC, CRM, CWCA, MLIS

Insure Forward 5650 37th Ave. S Fargo, ND 58104

Jon.erickson@insureforward.com

Phone: 701-893-2750 Cell: 701-306-9145

Products and services offered through Insure Forward are: *NOT A DEPOSIT *NOT FDIC INSURED *NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY *NOT GUARANTEED BY THE BANK *MAY GO DOWN IN VALUE

Registered Representative of Park Avenue Securities LLC (PAS), 920 Second Avenue South, Suite 1100, Minneapolis, MN 55402(612) 746-2200. Securities products/services offered through PAS, a registered broker-dealer. Financial Representative of The Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is an indirect, wholly owned subsidiary of Guardian. Foster Klima & Company, Inc. is not an affiliate or subsidiary of PAS or Guardian PAS is a member FINRA, SIPC

Individual disability income products underwritten and issued by Berkshire Life Insurance Company of America (BLICOA), Pittsfield, MA. BLICOA is a wholly owned stock subsidiary of and administrator for The Guardian Life Insurance Company of America (Guardian), New York, NY or provided by Guardian. Product provisions and availability may vary by state.