

Purposefully Engineered

For Unwavering Protection

ProVider Plus Limited



GUARDIAN®

THE INTELLIGENT CHOICE FOR
BASIC DISABILITY INCOME PROTECTION

We purposefully engineer our disability income products with features and options that address your income protection needs at each life phase.

ProVider Plus™ Limited

- Definition of Total Disability
- Non-Cancellable & Guaranteed Renewable to Age 65 or 67
- Basic Residual Disability Benefit Rider* (with Recovery Provision)
- Waiver of Elimination Period
- Waiver of Premium Benefit
- Benefit Purchase Rider
- Cost of Living Adjustment Rider
- Presumptive Total Disability Benefit
- Retirement Protection Plus Disability Benefit Rider
- Student Loan Protection Rider
- Catastrophic Disability Benefit Rider
- Capital Sum Benefit
- Automatic Benefit Enhancement Rider
- Social Insurance Substitute Rider
- Unemployment Waiver of Premium Rider
- Premium Options

* Applications for ProVider Plus Limited must include the selection of either the Basic Residual Disability Benefit Rider or the 3% Maximum Cost of Living Adjustment Rider.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms, conditions and limitations.

Consider What Your Income Makes Possible

Your income is the foundation of the life you created. Without income, our everyday lives and our plans for the future are affected. What does the life you built look like? What would be impacted if you were too sick or injured to work? Use the Monthly Expense Tool on this page to assess your personal situation and learn what may be at risk.

What if the Unexpected Happened to You?

Illnesses like cancer, heart disease, arthritis, and multiple sclerosis cause the majority of long-term disabilities.* If the unexpected happened to you...

- ▶ How long would your savings last?
- ▶ Would your spouse or partner's income be sufficient for all your financial obligations?
- ▶ What lifestyle changes would you be forced to make — forgo college funding, postpone retirement, downsize your home?

Sources of Income Replacement

When you lose the ability to earn a living, other sources of income become critical to maintaining your lifestyle. But are they enough? Will they be there when you need them?

- ▶ Employer-Sponsored Group Disability Coverage
- ▶ Social Security
- ▶ Worker's Compensation
- ▶ Retirement Savings
- ▶ Personal Assets
- ▶ Spousal Income



How do you spend your income and what would be at risk?

MONTHLY EXPENSE TOOL

Housing	\$ _____
Utilities	\$ _____
Groceries	\$ _____
Credit Cards	\$ _____
Child Care	\$ _____
College Tuition	\$ _____
Retirement	\$ _____
Auto Payments	\$ _____
Student Loan Payments	\$ _____
Other Loan Payments	\$ _____
Insurance Premiums	\$ _____
Entertainment/Miscellaneous	\$ _____

TOTAL: _____

Individual disability income protection is one of the most **reliable and flexible sources** of income replacement.

* Council for Disability Awareness 2014 Long Term Disability Claims Review

Consider a Policy in its Entirety

Acknowledging that your current sources of income replacement may not be adequate in the event you become too sick or injured to work is a key first step. Now it's time to evaluate choices that will meet your needs for income replacement. It's important to consider how a policy performs *in its entirety* to determine if the coverage can provide sufficient value and financial assistance during a period of disability. The information below was developed to help you understand how disability income policies work and how they differ from company to company. Use the questions and key terms on this page to help identify the features to look for in a high-quality disability income policy.

One

How much income replacement will I need?

To start, use the Monthly Expense Tool on Page 1 to determine your risk. Discuss your personal situation with your insurance professional, who can provide further detailed assessment of your income replacement needs.

Two

How much coverage may I qualify for?

The monthly benefit amount is based on your financial and occupational information. Most policies offer the opportunity to purchase more coverage as your income grows without the need to provide further evidence of good health.

Three

What will determine whether or not I'm disabled and when do benefits begin?

The core of any disability income policy, the definition of **Total Disability**, outlines what constitutes being totally disabled. This definition is in every carrier's policy; however, it does not always mean the same thing. Some policies pay benefits if you're unable to perform the duties of your own occupation, even if you are at work in another occupation. Others pay only if you're unable to perform the duties of your own occupation and you are not working in any other occupation. Still others pay only if you cannot work in any occupation for which you are reasonably qualified.

Most policies also offer benefits for **Residual Disability** — those payable if your disability isn't "total" but does result in your inability to perform some aspects of your job. Residual disability benefits are typically payable in an amount that is proportionate to the loss of income suffered due to sickness or injury. Many policies have different requirements.

A policy's **Elimination Period** (or waiting period) is the length of time that must elapse following the onset of disability before benefits become payable.

Four

How long will benefits be payable?

A policy's **Benefit Period** refers to the maximum length of time your policy will pay benefits once you become eligible. Standard choices include 2, 5, or 10 years; to age 65 or to age 67. A few select policies offer the option to extend benefits for life should you remain continuously, totally disabled.

Five

Could my policy be changed, cancelled or my premium raised?

Renewability provisions are among the most critical features of any disability income policy because they define your rights for keeping your coverage in force. Policies can be non-cancellable and guaranteed renewable, or guaranteed renewable only. Policies that are both **Non-Cancellable** and **Guaranteed Renewable** offer the strongest premium and coverage guarantees available, which means as long as your premiums are paid on time, your policy cannot be cancelled, premiums cannot be increased and policy provisions cannot be changed. Policies that are only **Guaranteed Renewable** cannot be cancelled, but premiums can be increased.

Six

Will my benefits keep pace with inflation?

Most policies offer riders to help your benefits keep pace with inflation. A **Cost of Living Adjustment (COLA)** rider will adjust benefits each year while you remain disabled and eligible for benefits. COLA riders can be vital to maintaining your standard of living during an extended period of disability.

Benefit-Rich Basic Income Protection

When it comes to income protection, professionals should consider a strong policy to help them maintain a healthy income should they become too sick or injured to work.

We may not know when a disability could strike — but by choosing ProVider Plus Limited, you can feel confident that you've selected a strong, feature-rich policy from a reputable industry innovator with exemplary financial ratings. Berkshire Life, a Guardian company, has the following ratings as of September, 2014:

- ▶ A++ from A.M. Best Company
- ▶ AA+ from Standard & Poor's
- ▶ AA+ from Fitch

Continue reading about ProVider Plus Limited:

- ▶ **Total Disability**
Unable to work in your occupation
- ▶ **Renewability Provisions**
Non-Cancellable & Guaranteed Renewable
- ▶ **Basic Residual Disability Benefit Rider**
Able to work but with reduced earnings and in a reduced capacity
- ▶ **More Policy Riders & Features**
Flexible ways to customize your coverage and provide comprehensive protection



Berkshire Life Insurance Company of America, Pittsfield, MA, is a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY.

Definition of Total Disability



Feature Value

The Choice to Work in Another Occupation is Yours

How this Feature Works to Protect You

ProVider Plus Limited is purposefully designed to offer you options so that you can choose the definition of total disability that best serves your unique circumstances. This choice is made at the time that you initially purchase your policy.

With our **Modified Own-Occupation** definition of Total Disability, you will be eligible for total disability benefits when you are unable to perform the material and substantial duties of your occupation solely due to injury or sickness and you are not gainfully employed.

Our **True Own-Occupation** definition of Total Disability makes it possible for you to work in another occupation **and** still be eligible for total disability benefits. We consider you totally disabled if, solely due to injury or sickness, you are unable to perform the material and substantial duties of your occupation.

Advantages of our **True Own-Occupation** definition of total disability include:

- ▶ If you have the energy, interest, and motivation to pursue another occupation, while totally disabled in your occupation, you may do so and still be eligible for your total disability benefits.
- ▶ If you are a physician or a dentist who has limited your occupation to the performance of the material and substantial duties of a single medical or dental specialty, we will deem that specialty to be your occupation.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Non-Cancellable & Guaranteed Renewable

Feature Value

Offers the Greatest Degree of Consumer Protection

How this Feature Works to Protect You

Renewability provisions are among the most critical features of any disability income policy because they define your rights for keeping your coverage in force. ProVider Plus Limited offers one of the strongest premium and coverage guarantees available because it is both Non-Cancellable and Guaranteed Renewable to age 65 or 67.

- ▶ In considering ProVider Plus Limited, a policy that is both non-cancellable and guaranteed renewable, you are assured that premium rates and policy provisions will not be changed as long as premiums are paid on a timely basis.
- ▶ Personal ownership of a non-cancellable and guaranteed renewable policy means it is portable, so *you can take it with you* even if you change employers.



Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Basic Residual Disability Benefit Rider

Feature Value

Designed to Help You Through Your Physical and Financial Recoveries



How this Feature Works to Protect You

Sometimes an illness or injury doesn't cause a total disability but does limit your ability to work, which results in decreased income. Or, you might suffer a total disability and return to work, but not at your pre-disability earnings. Our Basic Residual Disability Benefit Rider helps offset your disability-related earnings. This feature provides benefits when, solely due to injury or sickness, you suffer a loss of income of 20% or more and you can perform one or more, but not all, of the material and substantial duties of your occupation, or you can perform them all, but not for the length of time they normally require. Here's how it works:

- ▶ You are considered residually disabled if you are gainfully employed and, while not totally disabled, solely due to sickness or injury:
 - You experience a loss of income that is at least 20% of your prior income, and either
 - You are unable to perform one or more of the material and substantial duties of your occupation; or
 - You can perform them all, but not for the length of time they normally require.
- ▶ Benefits are payable in proportion to your loss of income and are payable for up to the policy benefit period, and:
 - We'll consider a loss of income of more than 75% to be 100%.
 - For the first 6 months that residual disability benefits are payable, we'll consider your loss of income to be 50% of your prior income or the actual percentage of loss, if greater than 50%.
- ▶ Even after you fully recover and return to work full-time, we will pay a recovery benefit as long as your loss of income is at least 20% of your prior income and is solely the result of the injury or sickness that caused the disability.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Recovery Provision

Feature Value

Pays Benefits While You Recover Financially

How this Feature Works to Protect You

This provision, which is built into our Basic Residual Disability Benefit Rider, is designed to do more to assist with your financial recovery following a disability. Should you continue to suffer at least a 20% loss of income solely due to your sickness or injury — *even after you have physically recovered and returned to work full-time** — we continue to pay benefits for up to the full benefit period.

And unlike most other carriers, **we'll waive any premiums due** while you are disabled and receiving benefits, and for six months after you recover and benefits end.

CONSIDER THIS: You have a bike accident that results in surgery and rehabilitation. Unforeseen setbacks result in your using the Basic Residual Disability Benefit of your ProVider Plus Limited policy for an extended period.

Bike Accident	Elimination Period	Unable to work at all	Physical recovery allows you to return to work part-time	Physical recovery allows you to return to work full-time	Financial recovery
	<p>No income</p> <p>The elimination period is the length of time that must elapse following the onset of disability before benefits become payable.</p>	<p>No income</p> <p>Policy pays Total Disability Benefits.</p>	<ul style="list-style-type: none"> • Suffered loss of income of 20% or greater • Suffered a loss of time or duties <p>Policy pays Basic Residual Disability Benefits for loss of income.</p>	<p>Continued to suffer loss of income of 20% or more</p> <p>Policy pays a Recovery Benefit for continued loss of income, despite your return to work full-time.</p>	<p>Earnings grew to more than 80% of pre-disability income</p> <p>Claim ends.</p>

Helps you regain financial strength as you regain physical strength

* Your return to full-time employment must be immediately following a period of disability for which we paid benefits under the Policy.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Waiver of Elimination Period

Feature Value

Pays Sooner for Subsequent Disabilities Regardless of Cause

How this Feature Works to Protect You

We understand that any period of disability can be emotionally and financially stressful. We took this into account when we designed our unique Waiver of Elimination Period (EP) policy feature. If you suffer a disability that lasts more than six months and we pay benefits, we will **waive the elimination period** for any subsequent disability that occurs within five years — regardless of the cause.

Within five years, you become disabled again, from any cause — whether from residual effects of your previous heart attack or another cause, such as a car accident. With ProVider Plus Limited, you would not need to satisfy another elimination period requirement.

CONSIDER THIS: You have a heart attack and you're Totally Disabled for seven months. After satisfying the elimination period, you received benefits. Then you recover.

Month*	Status	ProVider Plus Limited	Other Policies
1st – 3rd	Disabled	EP	EP
4th – 7th	Disabled	\$40,000	\$40,000
8th – 54th	Recovered	\$0	\$0
55th – 57th	Disabled	\$30,000	EP

**We Pay More
Benefits Sooner**

Chart Assumptions: \$10,000 monthly benefit, 90-day elimination period.

* The elimination period of a disability insurance policy may be referred to in days or months. The ProVider Plus Limited elimination period is expressed in terms of days. For the purpose of this illustration, one month equals 30 days.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Waiver of Premium Benefit

Feature Value

Helps Reduce Financial Stress After Recovery

How this Feature Works to Protect You

We waive premiums during a period of disability and continue waiving for six months after your claim ends. What's more, we also reimburse for premiums you may have paid that apply to the period of disability — even if paid prior to your disability.

- ▶ We **refund any premiums you have paid** that apply to the period of disability.
- ▶ **We'll waive premiums for as long as you're disabled** in the same claim and receiving benefits.
- ▶ We'll **continue** to waive premiums for **six months** following your recovery.

This is another unique advantage we provide to help you stay focused on getting back to work and restoring financial health.



Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Benefit Purchase Rider

Guarantees the opportunity to purchase more disability income protection as your income grows, with no medical underwriting.

Feature Value

Benefit Increases with No Medical Underwriting

How this Feature Works to Protect You

To help protect a growing income, our Benefit Purchase Rider is designed to help you increase coverage with ease. Obtaining additional coverage to protect a growing income normally requires providing evidence of good health. Our Benefit Purchase Rider offers you the opportunity to purchase additional coverage every three years in the form of a separate policy with *no medical insurability requirement*. Your eligibility will be determined by your then-current financial situation and taking into consideration other disability insurance you have in force, for which you have applied, or for which you are eligible. Here's how it works:

- ▶ You submit an application for an Increase Policy and other evidence of insurability every three years, until age 55.
- ▶ Then, we'll determine what amount of additional coverage, if any, you qualify for.
- ▶ You can choose to purchase all or part of the additional coverage amount we offer you. However, you must choose to accept at least 50% of the amount of additional coverage offered to keep this rider in effect.
- ▶ Special Benefit Purchase Option Offer! Our Benefit Purchase Rider also includes special option dates for events such as the loss of group long-term disability coverage, giving you the flexibility to apply for an increase outside of the normal three-year review period.
- ▶ There are no premiums associated with this rider. However, in order to have the Benefit Purchase Rider, you must:
 - Also purchase the Basic Residual Disability Benefit Rider (described on Page 6 of this booklet).
 - Purchase at least 75% of the maximum benefit amount you are financially eligible for at the time the policy is issued.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Cost of Living Adjustment Rider

Feature Value

Can Increase Benefits During a Disability

How this Feature Works to Protect You

During a disability, fixed dollar benefits cannot keep pace with inflation. That is why a Cost of Living Adjustment (COLA) Rider provides an important benefit. We offer you this COLA rider option which adjusts your policy's monthly benefit annually to help keep pace with inflation during a disability. It is designed to adjust your monthly benefit, whether you're totally or residually disabled, and includes compound annual adjustments and a maximum benefit adjustment of 3%. There are no limits to the number of annual adjustments that may be made on your policy before age 65.

CONSIDER THIS:

- After you've been disabled for 12 months, we'll adjust your monthly benefit each year according to changes in the Consumer Price Index for Urban Consumers (CPI-U).
- Benefit adjustments have a maximum annual increase of 3% compounded.
- Additionally, should you recover, you would automatically retain increases, free of charge until age 65 or 67.

Cumulative Annual Benefits

	Without COLA Rider	3% Maximum*
1	\$90,000	\$90,000
2	\$120,000	\$123,600
3	\$120,000	\$127,308
4	\$120,000	\$131,127
5	\$120,000	\$135,061
10	\$120,000	\$156,573
15	\$120,000	\$181,511
20	\$120,000	\$210,421
TOTAL BENEFIT	\$2,370,000	\$3,194,445

Chart Assumptions: \$10,000 Monthly Benefit, 90-day Elimination Period, To age 65 Benefit Period, Totally Disabled from ages 45 to 65.

* Assumes the CPI-U increases by 3% annually throughout the entire period of disability.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Presumptive Total Disability Benefit

Feature Value

Engineered to Provide Immediate Benefits in More Situations

How this Feature Works to Protect You

The ProVider Plus Limited Presumptive Total Disability Benefit is a built-in policy feature designed to provide extra financial protection for certain severe disabilities. Even if you can still perform some or all of your regular job responsibilities, and ***even if you are expected to recover***, we consider you to be totally disabled and entitled to full benefits if sickness or injury results in the total and complete loss of sight in both eyes, hearing in both ears, speech, or the entire use of both hands, both feet, or one hand and one foot.

- ▶ Engineered to provide day one benefits for these severe disabilities, we waive the elimination period and pay full benefits — ***even if you're expected to recover***, and even if you're fully employed and earning an income despite your condition.
- ▶ Other carriers' policies might only waive the elimination period for presumptive disabilities that are permanent ***and irrecoverable***.

CONSIDER THIS: You suffer compound fractures in both feet due to a car accident, experience the total and complete loss of their use, ***but are expected to recover***.

	ProVider Plus Limited Presumptive Benefit	Most Other Policies' Presumptive Benefit
Waives elimination period & provides day one benefits even if expected to recover	YES	NO
Considers you totally disabled even if expected to recover	YES	NO
Pays you total disability benefits for your presumptive disability regardless of your ability to work and your expected recovery	YES	NO

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Retirement Protection Plus Disability Benefit Rider

Feature Value

Helps Replace Retirement Contributions

How this Feature Works to Protect You

Our Retirement Protection Plus (RPP) Disability Benefit Rider is designed to help you maintain a healthy retirement strategy by replacing contributions made to a defined contribution plan when you are totally disabled and not gainfully employed. Once eligible for benefits, a monthly benefit insuring up to 100% of your retirement contributions, including any employer-matching contributions, will be paid into a trust established by you. The trustee invests benefits at your direction. Here's how a retirement plan might fare with and without an interruption of contributions.

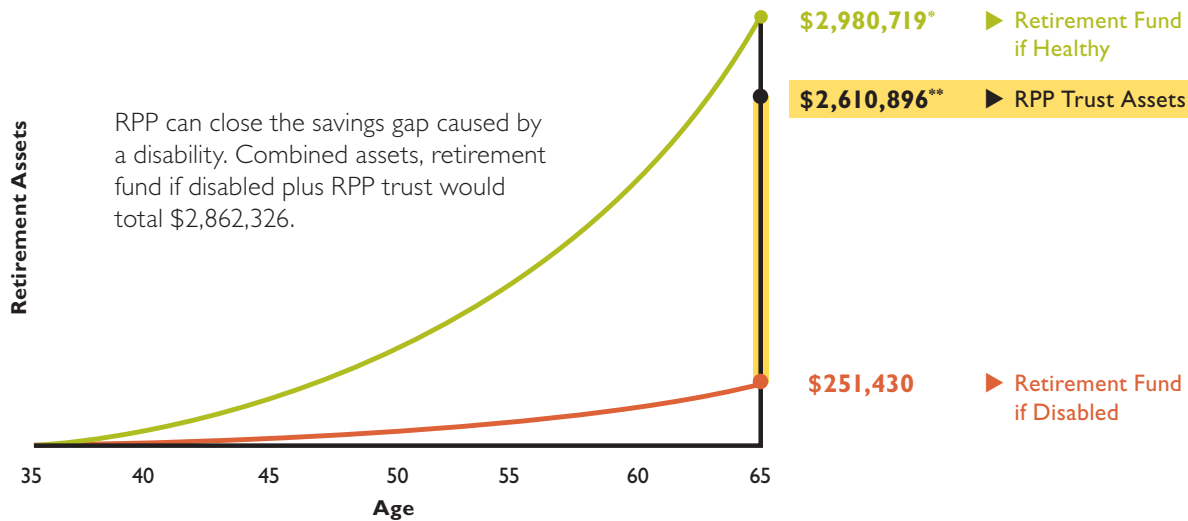


Chart Assumptions: \$2,000 per month contributed to the plan beginning at age 35. Total disability occurs at age 36 and contributions stop. Disability continues to age 65.

* Assumes an annual rate of return of 8% on retirement contributions, with no disbursement taken prior to age 65.

** Assumes you are eligible for benefits under the policy, with payments beginning 30 days following the 180-day elimination period and an annual rate of return of 8% on RPP benefits. This rate is for illustration purposes only. Actual rate of return will likely vary.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Student Loan Protection Rider

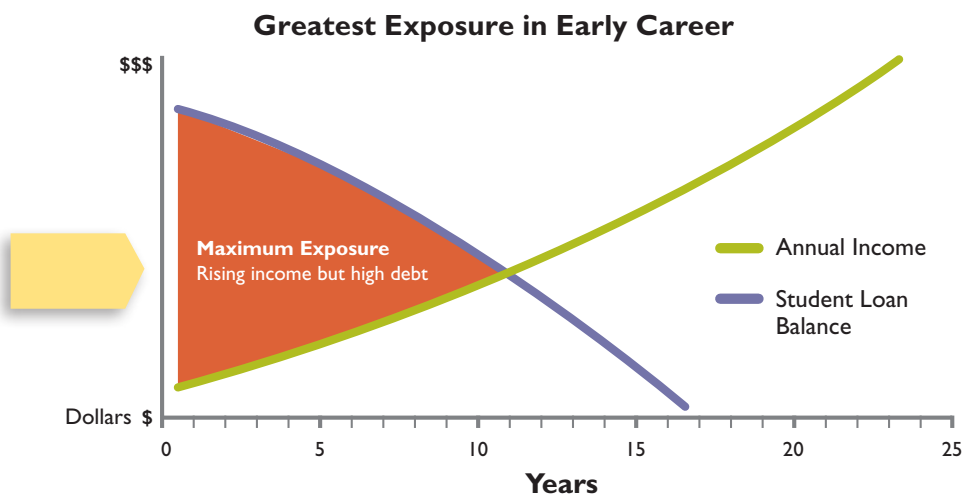
CONSIDER THIS: If you became disabled only a few years into your career, you would be forced to make tough decisions around paying routine expenses or making student loan payments. As you may know, federal student loan debt cannot be dismissed in the event of bankruptcy. The Student Loan Protection Rider can give you peace of mind at an affordable price.

Feature Value

Safeguards Your Ability to Meet Your Student Loan Obligations

How this Feature Works to Protect You

As you begin your professional career, your income is just beginning to grow, and your unpaid student loan debt is at its highest. You're particularly vulnerable should disability strike.



Protect your ability to continue making your student loan payments with our optional Student Loan Protection Rider that lets you:

- ▶ Obtain additional coverage — up to \$2,000/month* — above what you might otherwise qualify for based on your income.

Tailor coverage to your specific debt

- ▶ Reimburses \$500-\$2,000 per month towards student loan payments.*
- ▶ Choose a rider duration — 10 or 15 years.

* Reimburses \$500 - \$1,000 per month towards student loan debt incurred from a degree granting institution; \$500 - \$2,000 if pursuing or holding an advanced degree.

Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

More Policy Features & Riders

▶ Catastrophic Disability Benefit Rider

A devastating illness or accident can leave you needing extra services from a nursing home or home health assistance, resulting in significant extra costs. This rider may provide up to 100% income replacement when combined with the base policy benefit and other disability coverage. Plus, we include an automatic 3% compound increase as part of the rider.

▶ Capital Sum Benefit

Our Capital Sum Benefit is paid in addition to any other benefits payable if, because of sickness or injury, you lose the entire sight in one eye with no possibility of recovery or suffer the complete loss of a hand or foot severed through or above the wrist or ankle and you survive it for 30 days. The Capital Sum Benefit is equal to 12 times your monthly benefit.

▶ Automatic Benefit Enhancement Rider

This convenient, no-cost rider helps keep your disability insurance benefit aligned with normal, annual income increases you might experience when healthy. It provides an annual 4% benefit increase each year for six years, with no proof of income required. Rider eligibility is determined at the time of underwriting.

▶ Social Insurance Substitute Rider

Paying a monthly benefit that coordinates with payments received under Social Security and some other government programs, this rider can reduce the total cost of coverage while helping to assure adequate disability protection.

▶ Unemployment Waiver of Premium Rider

Helping you maintain your coverage during a period of unemployment, this feature waives premium payments for 12 months if you become unemployed and receive unemployment compensation for at least 60 consecutive days — regardless of whether or not you return to work.



Product provisions and availability may vary by state. Refer to the Appendix for more information regarding product terms and conditions.

Make This About You and Your Life



Next Steps to Consider:

Use the Monthly Expense Tool on Page 1 to help identify how much income protection you think you'll need. Next, consider which features you want and how much you're comfortable spending annually on a disability income policy. Use the space below to write down these and other considerations to discuss with your insurance professional.

Decide how you want to pay for your policy:

- ▶ **Level Premium**
Fixed premium that never increases.
- ▶ **Graded Premium**
Lower initial premium that annually increases according to a pre-determined (yet guaranteed) schedule. If this is the payment option you choose, you may convert to a Level Premium Payment on any policy anniversary date through age 50.



Appendix

Product Information

Disability income insurance policy forms 1400, 1500 and 1600 underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. Product provisions and availability may vary by state. Optional riders are available for an additional premium.

Benefit Period	A twenty-four month mental and/or substance-related disorders limitation is included on all ProVider Plus Limited policies except those issued in the state of Vermont. A discount may apply in some states and for some policy benefit periods.
Benefit Purchase Rider	While medical information is not required when applying for additional coverage pursuant to the Benefit Purchase Rider, applications will be financially underwritten, taking into consideration the insured's then-current income, occupation and employment, as well as all disability insurance which is then in force, or for which the insured has applied or is eligible to receive. Coverage may not be added while the insured is disabled, when benefits are payable, or during a suspension period. Additional restrictions and limitations apply.
Definition of Total Disability	A different definition of total disability applies to policies issued in California. Contact your agent or broker for complete details.
Cost of Living Adjustment Rider	This benefit is not necessarily protection against increases in the cost of living.
Retirement Protection Plus Disability Benefit Rider	Not available in New Jersey. Retirement Protection Plus is not a pension plan or a substitute for one.
Student Loan Protection Rider	Rider provides coverage for a period of ten or fifteen years from Policy Date. When a qualifying total disability occurs, benefits are only payable during the remaining portion of the ten or fifteen-year term that has not elapsed when the disability begins.
Catastrophic Disability Benefit Rider	Not available in California, Connecticut and Texas. In New Jersey, this benefit cannot exceed one times the Base Monthly Indemnity plus the Social Insurance Substitute Rider.
Unemployment Waiver of Premium Rider	Not available in Connecticut, Maryland, Minnesota, New York and Tennessee.
Social Insurance Substitute Rider	If legislated benefits are paid in excess of the Social Insurance Substitute Rider benefit amount, no Social Insurance benefit will be paid. In New York and New Jersey only, the Social Insurance Substitute indemnity is payable only if you are not receiving any legislated benefits.

Disability income insurance policy form 1400, 1500 and 1600 underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY. Product provisions and availability may vary by state. Optional riders are available for an additional premium.

This policy provides disability insurance only. It does not provide basic hospital, basic medical or major medical insurance as defined by the New York State Insurance Department. For policy forms 1400, 1500, or 1600, the expected benefit ratio is 50% (including NY 1400). For policy forms 1400-F, 1500-F, or 1600-F, the expected benefit ratio is 60% (NY only). The expected benefit ratio is the portion of future premiums that the company expects to return as benefits, when averaged over all people with these policy forms respectively.

This publication is provided for informational purposes only and should not be considered tax or legal advice. Your client should contact their tax or legal advisor regarding the tax treatment of the policy and policy benefits. Your client should consult with their own independent tax and legal advisors regarding their particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.

© Berkshire Life Insurance Company of America 2014
All Rights Reserved



GUARDIAN[®]

**The Guardian Life Insurance
Company of America**

7 Hanover Square
New York, NY 10004-4025
www.GuardianLife.com