

Disability Income Insurance

Market Profile: Veterinarians



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Mutual of Omaha

Underwritten by
Mutual of Omaha Insurance Company

For people with pets, having a trusted veterinarian is just as important as having a good physician. Most veterinarians work in private clinics and hospitals. Others work in classrooms, labs or zoos.

Veterinarians at a Glance

- Median annual income: \$93,830
- Typical entry-level education: doctoral or professional degree
- Number of jobs nationwide: 85,000
- Job outlook (2018-28): 18% growth (much faster than average)

Target Occupation Profile Example

Sarah, 40, is a small animal veterinarian and is married with two kids. She's owned her business for three years, caring for animals and performing small surgical procedures. Sarah's business is growing and she's looking to add more staff to her office. Last year, Sarah's practice provided her with a net income of \$150,000.

Policies Typically Purchased by Veterinarians

See the Mutual Income Solutions product guide for complete details.

Occupation Class

- 6A

Policy Type

- Non-cancelable

Benefits

- \$6,900 total benefit amount
- 180-day elimination period to age 70

Optional Benefits*

- Automatic Increase Benefit
- Future Insurability Option
- True Regular Occupation Rider
- Enhanced Residual Disability Rider
- Mental or Nervous and Substance Abuse Extension Rider

*Optional benefits may not be available in all states

Where to Prospect for Veterinarians

- Talk to your veterinarian clients and prospects about Mutual Income Solutions
- Reach out to local and regional association groups that veterinarians are likely to be members of (don't forget to explore the Mutual Income Solutions' 15% potential discount for eligible association group members)
- Mention the 15% discount available to groups of three or more people working for the same employer
- Join your local Chamber and attend events
- Use the 'walk and talk' method to meet and speak with local business owners and clinics

Questions to Start the Conversation

- What do you consider to be your most valuable asset?
- Within your financial plan, how have you addressed the impact if you became sick or injured and are unable to work for an extended period of time?
- If a shortfall exists between earnings and expenses within your household, were you aware that you can purchase individual disability income insurance coverage in addition to any employer benefits you may have?
- Have you thought about how much your income adds up over time?

Similar Occupations and Median Salary

- Medical Scientists - \$84,810
- Zoologists - \$63,420

Source: U.S. Department of Labor, Bureau of Labor Statistics, 2018.