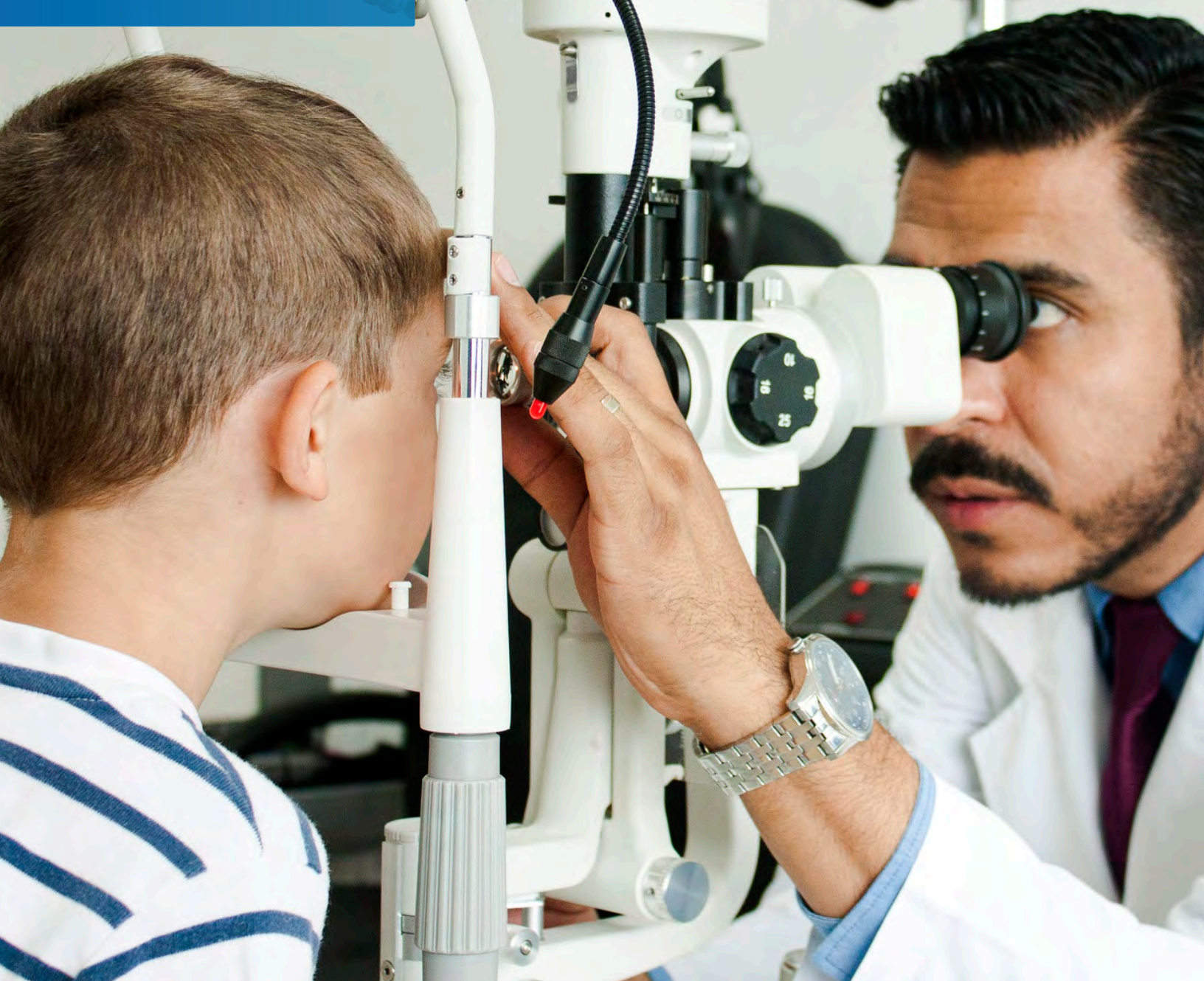


Disability Income Insurance

## Market Profile: Optometrist



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**Mutual of Omaha**

Underwritten by  
Mutual of Omaha Insurance Company

Optometrists serve an important health specialty – they help people see the best they can, diagnosing and treating disorders of the eye. Optometrists work in a variety of settings: in stand-alone offices; in a doctor’s office; or even in an optical goods store. Many optometrists are self-employed.

## Optometrists at a Glance

- Median annual income: \$111,790
- Typical entry-level education: doctorate of optometry
- Number of jobs nationwide: 42,000
- Job outlook (2018-28): 10% growth (faster than average)

## Target Occupation Profile Example

Ricardo, 45, is an optometrist and owns his business. He earns an annual income of \$150,000 and doesn’t have disability insurance, but he and his two full-time employees would be eligible for a common employer discount of 15% if all three of them purchase a disability income insurance policy.

## Policies Typically Purchased by Optometrists

See the Mutual Income Solutions product guide for complete details.

### Occupation Class

- 6A

### Policy Type

- Non-cancelable

### Benefits

- \$6,900 total benefit amount
- 90-day elimination period to age 70
- Eligible for self-employed discount

### Optional Benefits\*

- True Regular Occupation Rider
- Enhanced Residual Disability Rider
- Mental or Nervous and Substance Abuse Extension Rider
- Return of Premium Rider

\*Optional benefits may not be available in all states

## Where to Prospect for Optometrists

- Talk to your optometrist clients and prospects about Mutual Income Solutions
- Reach out to local and regional association groups that optometrists 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 of commerce and attend events
- Join local networking groups and attend events
- Use the ‘walk and talk’ method to meet and speak with local business owners and offices

## 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 of becoming sick or injured and unable to work for an extended period?
- 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?
- What impact would being out of work due to an illness or injury have on your family’s financial future?

## Similar Occupations and Median Salary

- Dentists – \$156,240
- Podiatrist – \$129,550
- Veterinarians – \$93,830

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