

Disability Income Insurance

Market Profile: Real Estate Brokers



For producer use only. Not for
use with the general public.



Underwritten by
Mutual of Omaha Insurance Company

Real estate brokers find people homes for their families and companies office buildings for their employees. Most real estate brokers are self-employed. While they can set their own schedules, real estate brokers often work irregular hours and since they work on commission, could have varying income levels from month to month.

Real Estate Brokers at a Glance

- Median annual income: \$50,300
- Typical entry-level education: high school diploma or equivalent
- Number of jobs nationwide: 465,000
- Job outlook (2018-28): 7% growth (faster than average)

Target occupation Profile Example

Sue, 35, is an independent real estate broker for a local real estate company and is married with one child. She enjoys working with individuals and families looking for homes or rental properties and has built strong relationships with many of her clients. Sue's self-employed and her net income last year was \$130,000. She is concerned about providing for her family if she becomes sick or injured and unable to work as her job requires her to meet clients and stage homes for selling on a daily basis.

Policies Typically Purchased by Real Estate Brokers

See the Mutual Income Solutions product guide for complete details.

Occupation Class

- 5A

Policy Type

- Guaranteed Renewable

Benefits

- \$6,100 benefit amount
- 90-day elimination period to age 65

Optional Benefits*

- Automatic Increase Benefit
- Future Insurability Option
- Extended Regular Occupation Rider
- Enhanced Residual Disability Rider

*Optional benefits may not be available in all states

Where to Prospect for Real Estate Brokers

- Talk to your real estate clients and prospects about Mutual Income Solutions
- Reach out to local and regional association groups that real estate brokers are likely to be members of (don't forget to explore the 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
- Use LinkedIn's Advanced Search function to find and connect with local real estate brokers
- Join your local chamber of commerce and attend events
- Join local networking groups and attend events
- Ask a friend, family member or business association who may have recently sold or purchased a home

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?
- In your profession, the number of homes you close is important. Have you considered the financial impact to you if you weren't able to show or sell homes?

Similar Occupations and Median Salary

- Loan officers - \$63,040
- Property and community association managers - \$58,340

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