

Exclusions

The policy does not cover any loss or disability:

- due to war or an act of war, declared or undeclared;
- due to suicide or intentionally self-inflicted injury;
- due to active participation in a riot;
- due to committing or attempting to commit a felony;
- due to your being engaged in an illegal occupation;
- due to pregnancy that begins within 30 days of the effective date of coverage;
- due to cosmetic or elective surgery;
- due to injury sustained during travel or flight in, or descent from any aircraft, unless as a fare-paying passenger on a commercial airline;
- while you are in the armed forces of any country; or
- while incarcerated or under any house arrest.
- any condition that is excluded from your coverage

Business Overhead Expenses do not include:

- salary, fees, drawing account or any other remuneration for you, any member of your family who is not a paid employee hired at least 3 months prior to the onset of your disability, your agency associates or your replacement;
- the cost or repair of office equipment;
- the cost of office supplies, goods, merchandise, furniture, fixtures, implements or materials;
- the cost of leased automobiles or motor vehicles; or
- payment on the principal of any debt

How to Apply

To receive a proposal please contact the plan administrator, Lockton Risk Services, Inc. at 800/336-4759.

PIA National membership, when required, must be current at all times.

The complete listing of coverage, including exclusions and limitations, can be found in the policy/certificate. If differences exist between this summary and the policy/certificate, the policy/certificate will govern. To obtain a sample certificate, please contact the Plan Administrator.



PIA SERVICES GROUP
INSURANCE FUND

If you have any questions about the BOE plan or any other PIA Trust plan, please call:

800/336-4759

or visit our website at:

www.piatrust.com

Administered By:

Lockton Risk Services, Inc.

P.O. Box 410679

Kansas City, MO 64141-0679

Fax: 913/652-7599

Coverage described in this brochure underwritten by:

Unimerica Insurance Company

Association Administrative Address:

P.O. Box 17828

Portland, ME 04112-8828

under Policy Form ADI-4001-A (UIC)

Business Overhead Expense Insurance Plan



HIGHLIGHTS OF COVERAGE

Help keep your agency active if you should become disabled... cover overhead expenses with the PIA Trust Business Overhead Expense Insurance Plan



PIA SERVICES GROUP
INSURANCE FUND

Office expenses don't stop because you become disabled. Bills keep coming in whether or not you're in the office. Those overhead expenses could become a real problem if your agency's revenues are dependent on you.

With the PIA Trust Business Overhead Expense (BOE) plan, you can help maintain your agency until you are able to resume your duties.

How The Business Overhead Expense Insurance Plan Works

The policy pays the monthly expense that you incur in the operation of your agency while you are totally disabled. The total amount payable in any one month is limited to the lesser of:

- your average monthly agency overhead expenses of the consecutive six month period prior to the start of total disability; or
- the maximum monthly agency overhead expense benefit amount

Who Is Eligible To Apply

You can apply for the BOE program if you are:

- a member of the National Association of Professional Insurance Agents
- under age 60;
- actively at work on a full-time basis (at least 30 hours per week) in your own occupation;
- an owner maintaining your own office or a portion of the office; and
- a resident of the United States

All applications are subject to Company acceptance.

Total Disability

You are considered "totally disabled" when you cannot perform the substantial and material duties of your occupation because of a covered sickness or injury. Additionally, you must be attended by a licensed physician and not working at any occupation.

To be covered, the sickness must begin or the injury must be sustained while your coverage is in force.

Insurance Coverage

If you are eligible, you may apply for up to \$10,000 per month in \$500 increments.

Elimination Period: 30 days

Maximum Benefit Period Options:

- 12 months
- 18 months
- 24 months

Termination Of Coverage

Your insurance under the policy will cease on the first to occur of:

- the date the policy is cancelled;
- the premium due date that the required premium is not paid, subject to the grace period;
- the first day of the month on or next following the date you attain age 70;
- the premium due date on or next following the date you cease to be a member of the National Association of Professional Insurance Agents;
- the date Unimerica or PIA Services Group Insurance Fund cancel coverage for a class of persons to which you belong; or
- the date you retire or cease to be actively at work, except due to disability

Waiver Of Premium

If you become totally disabled before age 60 for six continuous months, we will waive any further premiums for any continuing period of disability for which you are receiving benefits.

Survivor Benefit

If you die while the Business Overhead Expense benefit is payable, up to 3 additional monthly benefit payments may be payable to your estate provided the Maximum Benefit Period has not been reached and your agency has not been sold.

Pregnancy Benefit

If pregnancy commences 30 or more days after the effective date, we will pay the monthly benefit in the event of disability due to pregnancy or childbirth.

Premiums May Be Tax-Deductible

It is our understanding that the Business Overhead Expense Program conforms with the Internal Revenue Service ruling 55-264, I.R.B. 1955-19, P.8. This allows the cost of BOE to be deducted, as an agency expense, when computing Federal Income Tax. However, the benefits are generally taxable. Of course, it is always advisable to secure the advice of your tax counsel or the IRS.

How Much Do You Need?

The worksheet below will help you determine what your overhead expenses are and how much BOE coverage you need for your agency. Your partners are eligible to apply separately for their share of overhead expenses.

	Monthly Expense
Rent	\$ _____
Electricity	\$ _____
Heat	\$ _____
Water	\$ _____
Depreciation	\$ _____
Mortgage Interest and Real Estate Tax Payments on Agency	\$ _____
Insurance for agency (including professional malpractice insurance)	\$ _____
Employees' Insurance Plans	\$ _____
Employees' Salaries	\$ _____
Accountants' Services	\$ _____
Professional Association Dues	\$ _____
Laundry	\$ _____
Telephone	\$ _____
Office Equipment Rental	\$ _____
TOTAL (amount needed to keep your agency running)	\$ _____