



“I dedicated years of hard work and long hours building my practice. I don’t intend to let it just slip away if I become disabled.”



GOOD NEWS FROM YOUR ACADEMY...
FOR THE INDEPENDENT PRACTITIONER

**YOU CAN HELP PROTECT YOUR
INVESTMENT IN YOUR PRACTICE
WITH ACADEMY-ENDORSED
PRACTICE OVERHEAD INSURANCE**



Benefits can pay 100% of your eligible office expenses, up to \$15,000 a month during your covered disability.

- Money for office rent or mortgage interest costs.
- Money to help meet payroll expenses.
- Money for equipment loan payments.
- Money to help pay your malpractice insurance premiums.



The AAFP Practice Overhead Plan is association-group insurance sponsored by the **American Academy of Family Physicians** and underwritten by New York Life Insurance Company.



“DO I **REALLY** NEED PRACTICE OVERHEAD INSURANCE?”



That’s a decision only you can make. One factor to consider is that, in addition to being a physician, you are also an employer, a provider, a business owner and a profit center. Your ability to generate income with your skills and your practice represents a commitment to yourself, your employees, and your family. Most of all, it represents an investment in your future. If you become totally disabled, you run the risk of not only losing your own income, but of also having to close your practice and lay off your staff.

With AAFP’s Practice Overhead Expense Insurance, underwritten by New York Life Insurance Company, you can help assure that, if you are laid up, your practice won’t have to shut down.

So, perhaps a more appropriate question might be:



“WHAT WOULD I DO WITH MY PRACTICE IF I BECAME TOTALLY DISABLED?”

Here are the options, as your Academy sees them. Choose the one that makes the most sense to you:

A. Tough it out... shouldering the cost yourself of keeping your practice open and hoping you are back on your feet before your savings are depleted. Of course, even if this strategy works, you’ll have to refer patients to other physicians until you are capable of practicing again... then work harder than ever to replenish your savings.

B. Shut down temporarily with the intention of rebuilding -- possibly from scratch -- when you are well enough to resume working. Of course, what will happen to your staff and patients in the meantime? They may feel abandoned... and rightly so.

C. Permanently close your practice and give up your patients and staff. Then, when you are ready to return to work, you can seek employment with an HMO, hospital or large practice, perhaps surrendering all or part of that independence you’ve worked so hard to achieve over the years.

D. Keep your practice up and running... with the help of monthly cash benefits paid to you by your Academy-sponsored Practice Overhead Expense Insurance. This policy allows you to hire a locum tenens physician... so your practice partners don’t have to indefinitely pick up your workload, and your patients aren’t referred elsewhere. It also helps assure that your regular employees can remain on staff -- with salaries, utilities, rent or mortgage, even malpractice premiums payable from your benefits

worksheet

“HOW MUCH COVERAGE DO I NEED?”

Use this worksheet to help identify your monthly Eligible Practice Overhead Expenses and determine the appropriate insurance benefit for which to apply.

FIXED *monthly* EXPENSES*

Bills due and payable each month.

OFFICE SPACE
\$ _____ Rent
_____ Mortgage Interest

UTILITIES & SERVICES
_____ Gas & Electric
_____ Water
_____ Telephone
_____ Answering Service
_____ Janitorial
_____ Laundry
_____ Accounting/Bookkeeping
_____ Postage & Stationery
_____ Miscellaneous

BUSINESS EQUIPMENT
_____ Interest or Lease Payments
_____ Principal Payment
(cannot exceed 20% of your total benefit)
_____ Equipment Maintenance

EMPLOYEE SALARIES
_____ Include: payroll taxes & contributions
for employee benefits.
Exclude: your personal income/salary.**

(1) \$ _____ **TOTAL *monthly*
FIXED EXPENSES**

PRO-RATED EXPENSES*

Pro-rated Expenses are those incurred once or twice a year.

\$ _____ DEPRECIATION on office furniture
& equipment

_____ PROPERTY TAXES

INSURANCE PREMIUMS
_____ Malpractice
_____ Property & Casualty
_____ Workers Compensation

PROFESSIONAL
_____ Licenses
_____ Subscriptions
_____ Membership Dues
_____ Accountant Fees

_____ MISCELLANEOUS

\$ _____ SUB-TOTAL
(To calculate your monthly pro-rated expense,
divide the total *annual* expense by 12 and enter below.)

(2) \$ _____ **TOTAL *monthly*
PRO-RATED EXPENSES**

* Benefits will be paid for Eligible Covered Expenses as described in the Certificate Of Insurance.

**If you wish to cover your personal income, please apply for coverage under the AAFP Disability Income Insurance Policy.

\$ _____ **GRAND TOTAL** [total of (1) and (2) above]

On your Practice Overhead Application form, indicate the amount of *monthly* practice expenses which you wish to insure in Line A, “Practice Overhead Expense Calculator.”

HOW DO I APPLY?

Use the worksheet in this brochure to calculate the amount of coverage you need. Then fill out the enclosed application form and return it to AAFP Insurance Services. Send no money now! If your coverage is approved, you will be billed when your Certificate Of Insurance is issued. Your effective date of coverage will be the first day of the month following approval by New York Life, provided: (a) your initial premium is received within 31 days after you are billed; and (b) you are at Full-Time Work on the effective date. Any person not at Full-Time Work as required will not become insured until the day he/she is at Full-Time Work, provided such day is within three months of the date insurance would have been effective and the person is still eligible

NOTE: No salesperson will call you.

All information provided for underwriting purposes remains strictly confidential. (See the Important Notice in the application folder for details.)

WHO PROVIDES THIS COVERAGE?

This policy is sponsored and endorsed by the American Academy of Family Physicians. It is underwritten by New York Life Insurance Company. Founded in 1845, today New York Life and its affiliates are among the leaders in the financial services industry. For seven generations over the last 165+ years, New York Life has touched the lives of millions of policyholders and helped them to achieve their financial goals.



New York Life has received the highest ratings from the leading independent rating services*: A.M. Best (A++), Fitch Ratings (AAA), Moody's Investors Service (Aaa), and Standard & Poor's (AAA) for financial strength.

*source: Individual Third Party Rating Reports (as of 6/16/09)

WHO CAN I CALL IF I HAVE QUESTIONS OR A CLAIM?



AAFP Insurance Services, Inc.
AAFP World Headquarters, Suite 430
11400 Tomahawk Creek Parkway
Leawood, KS 66211-2672

Toll-free phone: 800-325-8166
Toll-free fax: 800-223-7463
E-mail: insurance@aafp.org
Website: www.aafpins.com

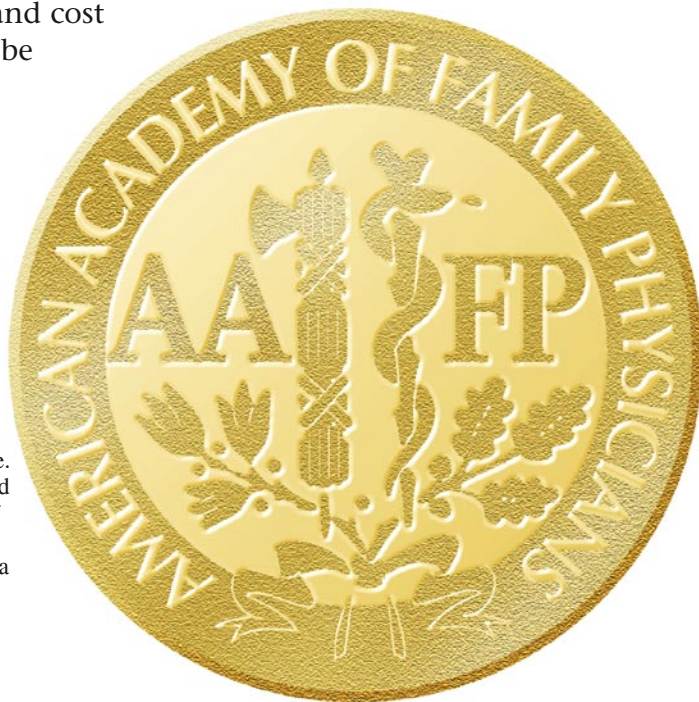
Since 1951

As plan administrator and your advocate to the insurance industry, AAFP Insurance Services, Inc. has been providing personal, professional service to family physicians and their families since 1951.

A POLICY SPONSORED AND ENDORSED BY THE AMERICAN ACADEMY OF FAMILY PHYSICIANS

Your Academy reviews, analyzes and selects coverage for members and their families based on each policy's scope of protection and cost compared to other policies available. We believe them to be the best available and we are pleased to endorse them to our members. If you are not completely satisfied after receiving your Certificate Of Insurance, you may return it (without claim) within 30 days to AAFP Insurance Services. You will receive a full refund of your money, your insurance will then be invalidated, and you will have no further obligation.

The AAFP association-group Practice Overhead Insurance Plan described above is subject to the terms and conditions of Group Policy G-29072 issued by New York Life Insurance Company (51 Madison Avenue, New York, NY 10010) to the American Academy of Family Physicians (on Policy Form GMR-FACE/ G-29072). Please refer to the Certificate Of Insurance for details of your coverage. New York Life Insurance Company (NAIC #66915) is domiciled in New York and licensed/authorized to transact business in the 50 United States and the District of Columbia. AAFP Insurance Services, Inc. is domiciled in Missouri and licensed/authorized to transact business in the 50 United States and the District of Columbia (agency licenses: AR #246260; CA #0547642).



AAFP Practice Overhead Expense Plan

CURRENT 2010 SEMI-ANNUAL PREMIUM CONTRIBUTIONS

(Per \$100 of Monthly Benefits)

Member's Age	PLAN I 30-Day Waiting Period	PLAN II 90-Day Waiting Period
Under 35	\$ 1.50	\$ 0.90
35-44	2.60	1.80
45-54	5.30	4.00
55-59	8.90	7.20
60-64	12.10	8.40
65-69*	16.70	12.50

*Renewal only

The initial cost is based upon your age when insurance becomes effective and increases as you grow older and enter a higher age bracket.

Select one of the waiting periods across the top, then find the row corresponding to your age group to determine your premium. Then multiply this amount by the number of \$100 units selected.

Example:

A 37 year-old who selected a 90-day waiting period and a \$12,000 monthly benefit amount would have a semi-annual premium contribution of \$216.

[Calculation: 120 x \$1.80]

Practice Overhead Insurance

is a cost effective way
to help keep your office
up & running should you
become **Totally Disabled.**

Apply today.

The premium contributions shown reflect the current rate and benefit structure. Premium contributions may be changed by New York Life Insurance Company on any premium due date and any date on which benefits are changed. However, your rates may change only if changed for all others in the same class of insureds under this association-group insurance policy. For example, a class of insureds is a group of people with all the same issue age and waiting period. Benefit amounts are not guaranteed and are subject to change by agreement between New York Life Insurance Company and the AAFP. The AAFP association-group Practice Overhead Insurance Plan is underwritten by New York Life Insurance Company (NAIC #66915), 51 Madison Avenue, New York, NY 10010, under Group Policy No. G-29072, on Policy Form GMR-FACE/G-29072.