Read on to learn about the services and resources you can enjoy as a member.

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June 1, 2018

Dear University of Minnesota Academic Health Center students,

The University of Minnesota is pleased to partner with Foster Klima, to provide a Long-Term Disability Insurance Plan through Guardian to eligible Academic Health Center students. Enrollment is automatic for those in a qualifying program.

Should an injury or illness occur while you are enrolled at the University of Minnesota, the Long-Term Disability Insurance Plan through Guardian offers a tax-free monthly disability payment and student loan payoff provision (see chart on page 3 for specifics).

Also included in the Long-Term Disability Insurance Plan is the opportunity to convert to an individual disability insurance policy after you leave the University through a Guaranteed Standard Issue Conversion Option, with no medical underwriting. This means you will not be turned down for coverage, regardless of your medical history, which is extremely valuable and rare.1 Many of you would not otherwise qualify for this type of coverage due to pre-existing medical conditions. You have the option to enroll 60 days prior to graduation, and up to 60 days after the group plan ends.

I highly encourage you to contact your University-designated representative during your time at the University of Minnesota. Your designated representative can explain the benefits of purchasing an individual disability policy that you take with you after you leave the University. No time is too early to contact your representative—the cost of disability insurance increases with age.

To make the most of your coverage, and to be sure that you are aware of deadlines, policies, and procedures that affect you, please review the information found in this brochure and on our website carefully.

Please contact me with any questions. Our office looks forward to working with you!

Susann Jackson
Director of Student Health Benefits
Office of Student Health Benefits
University of Minnesota
410 Church Street S.E., N323
Minneapolis, MN 55455
612-624-0627
1-800-232-9017
umshbo@umn.edu
www.shb.umn.edu

1 Any previous decline from Guardian would exclude you from eligibility of this guaranteed-issue contract.
ELIGIBILITY AND ENROLLMENT

While You Are Enrolled at the University of Minnesota

All students registered for one or more credits in an Academic Health Center program are enrolled in the University-sponsored Long-Term Disability Insurance Plan.

SUBMITTING A CLAIM

To submit a disability claim during your enrollment, please email the Office of Student Health Benefits at umshbo@umn.edu and request paperwork for a future claim or leave. For questions about claims paperwork, contact Foster Klima at 612-746-2200 or Dale Forsythe, disability specialist with Foster Klima, at 612-746-2206 or at dale_forsythe@glic.com.

BENEFIT GROUPS

Refer to this chart to determine your benefit group.

<table>
<thead>
<tr>
<th>BENEFIT GROUP A</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical School</td>
<td>Biochemistry, Molecular Biology and Biophysics; Bioethics; Biophysical Sciences and Medical Physics; Cellular and Integrative Physiology; Experimental Surgery; Health Informatics; Human Genetics; Internal Medicine; Microbiology; Immunology and Cancer Biology; Neuroscience; Otolaryngology; Pharmacology; Surgery; Toxicology</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BENEFIT GROUP B</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>School of Dentistry</td>
<td>Dentistry; Oral Biology</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BENEFIT GROUP C</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>College of Veterinary Medicine</td>
<td>Comparative and Molecular Biosciences; Veterinary Medicine</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BENEFIT GROUP D</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>College of Pharmacy</td>
<td>Medicinal Chemistry; Pharmaceutics; Pharmacy; Social, Administrative, and Clinical Pharmacy</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BENEFIT GROUP E AND F</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical School (select programs)</td>
<td>Physical Therapy; Mortuary Science; Dental Hygiene; Dental Therapy; Nursing; Master of Nursing; Doctor of Nursing Practice; Occupational Therapy; Medical Laboratory Sciences; Public Health Practice; Public Health Administration and Policy; Public Health Nutrition; Health Care Administration; Epidemiology; Environmental Health; Community Health Promotion; Biostatistics; Maternal and Child Health</td>
</tr>
<tr>
<td>School of Dentistry (select programs)</td>
<td></td>
</tr>
<tr>
<td>School of Nursing</td>
<td></td>
</tr>
<tr>
<td>College of Allied Health Professions</td>
<td></td>
</tr>
<tr>
<td>School of Public Health</td>
<td></td>
</tr>
</tbody>
</table>
**QUICK REFERENCE BENEFIT CHART**

**While You Are Enrolled at the University of Minnesota**

2018-2019 Disability Insurance Plan**
University of Minnesota Academic Health Center Students

The following benefits apply to Academic Health Center students while enrolled at the University of Minnesota.

<table>
<thead>
<tr>
<th>Benefit Group A and B</th>
<th>Benefit Group C</th>
<th>Benefit Group D</th>
<th>Benefit Group E and F</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Monthly Benefit (all eligible)</strong></td>
<td>$1,500</td>
<td>$1,000 1st- and 2nd-year students; $1,500 3rd- and 4th-year students</td>
<td>$1,000</td>
</tr>
<tr>
<td><strong>Elimination Period</strong></td>
<td>90 days</td>
<td>90 days</td>
<td>90 days</td>
</tr>
<tr>
<td><strong>Maximum Benefit Period</strong></td>
<td>Social Security Normal Retirement Age</td>
<td>Social Security Normal Retirement Age</td>
<td>Social Security Normal Retirement Age</td>
</tr>
<tr>
<td><strong>Total Disability Definition</strong></td>
<td>5 years</td>
<td>5 years</td>
<td>5 years</td>
</tr>
<tr>
<td><strong>Partial Disability Benefits</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Pre-existing Condition Exclusion</strong></td>
<td>3/12</td>
<td>3/12</td>
<td>3/12</td>
</tr>
<tr>
<td><strong>Survivor Benefit</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Student Loan Payoff Provision</strong></td>
<td>Yes, up to $200,000</td>
<td>Yes, up to $200,000</td>
<td>Yes, up to $150,000</td>
</tr>
<tr>
<td><strong>Cost of Living Benefit</strong></td>
<td>Yes, 3% (48-month delay)</td>
<td>Yes, 3% (48-month delay)</td>
<td>Yes, 3% (48-month delay)</td>
</tr>
<tr>
<td><strong>Critical Disability Benefit</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Guaranteed Standard Issue Conversion Option</strong></td>
<td>Yes, to an Individual True Own Occupation Policy available through Guardian Life. Up to $3,000 for Group A, and up to $2,000 for Group B of guaranteed coverage is available without underwriting.</td>
<td>Yes, to an Individual True Own Occupation Policy available through Guardian Life. Up to $2,000 of guaranteed coverage is available without underwriting.</td>
<td>Yes, to an Individual True Own Occupation Policy available through Guardian Life. Up to $1,500 of guaranteed coverage is available without underwriting.</td>
</tr>
</tbody>
</table>

This Quick Reference Benefit Chart is intended as a guide. This summary presents a brief explanation of the student long-term disability coverage. It should not be used to determine whether your disability claim will be paid. The written contract governs the benefits available. For plan details, please refer to the Office of Student Health Benefits website at www.shb.umn.edu.
ELIGIBILITY AND ENROLLMENT

Preparing to Graduate—Guaranteed Standard Issue Conversion Option

“I strongly recommend purchasing disability through Guardian. Guardian has more than exceeded my expectations. I am so glad I followed my instincts and went with a disability company and insurance representative I could trust.”

- Alysha Holmquist, DDS
School of Dentistry, Class of 2012

As part of your University-sponsored Disability Insurance Plan, you have a time-sensitive and unique opportunity to purchase an individual disability income policy. Like your education, this policy goes with you when you leave the University, and the benefits follow you to where life may take you.

“Roughly 30 percent of students may not otherwise qualify for this type of coverage on a standard basis due to a pre-existing medical condition,” says Dale Forsythe, Disability Income Specialist for Foster Klima & Company, Inc.

The University is extremely pleased to offer this one-of-a-kind opportunity. We encourage you to take the time to meet with your University-designated Foster Klima representative to learn more about the benefits of purchasing an individual disability income policy.

HIGHLIGHTS OF THIS OPPORTUNITY INCLUDE:

- Tax-free monthly disability benefits
- No medical underwriting—coverage is guaranteed standard issue
- True Own Occupation definition of total disability with medical specialty language—this policy is portable and you can take it with you after you leave the University. New enhanced medical specialty definition now available for physicians.
- Several important optional benefits, including student loan coverage and the following riders: a future increase option, a cost of living adjustment, student loan protection coverage, a partial disability benefit rider and catastrophic disability benefit.

You may enroll in this guaranteed standard issue conversion option 60 days prior to graduation through 60 days after the group plan ends. No time is too early to contact your representative!

For more information or to schedule a meeting, contact the representative assigned to your department (listed on pages 8–9) or visit www.shb.umn.edu. Your University-designated representative can explain the benefits of converting to an individual disability policy that you take with you after you leave the University.
# QUICK REFERENCE BENEFIT CHART

## Preparing to Graduate—Guaranteed Standard Issue Conversion Option

Guaranteed Standard Issue Conversion Disability Insurance Plan | University of Minnesota Academic Health Center Students

The following benefits apply to Academic Health Center students while enrolled at the University of Minnesota. Participation in this plan is contingent on enrollment.

<table>
<thead>
<tr>
<th></th>
<th>Benefit Group A</th>
<th>Benefit Group B and C</th>
<th>Benefit Group D</th>
<th>Benefit Group E and F</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Benefit (for those who have graduated)</td>
<td>$2,000</td>
<td>$2,000</td>
<td>$1,500</td>
<td>$1,000</td>
</tr>
<tr>
<td>Student Loan Rider</td>
<td>$1,000</td>
<td>$1,500</td>
<td>$1,000</td>
<td>Yes, up to $150,000 lifetime benefit</td>
</tr>
<tr>
<td>Elimination Period</td>
<td>90 days</td>
<td>90 days</td>
<td>90 days</td>
<td>90 days</td>
</tr>
<tr>
<td>Maximum Benefit Period</td>
<td>To age 65</td>
<td>To age 65</td>
<td>To age 65</td>
<td>Social Security Normal Retirement Age</td>
</tr>
<tr>
<td>Total Disability Definition</td>
<td>True Own Occupation Coverage to age 65 with medical specialty language</td>
<td>True Own Occupation Coverage to age 65 with medical specialty language</td>
<td>True Own Occupation Coverage to age 65 with medical specialty language</td>
<td>24-month own occupation definition</td>
</tr>
<tr>
<td>Partial Disability Benefit Rider</td>
<td>Yes, only a 15% loss required and 100% income replacement available the first 12 months</td>
<td>Yes, only a 15% loss required and 100% income replacement available the first 12 months</td>
<td>Yes, only a 15% loss required and 100% income replacement available the first 12 months</td>
<td>Yes</td>
</tr>
<tr>
<td>Pre-existing Condition Benefits</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>3/12</td>
</tr>
<tr>
<td>Mental and/or Substance-Related Disorders Coverage</td>
<td>Yes, 24-month limitation</td>
<td>Yes, 24-month limitation</td>
<td>Yes, 24-month limitation</td>
<td>Yes, 24-month limitation</td>
</tr>
<tr>
<td>Partial and Recovery Benefit</td>
<td>Yes, to age 65</td>
<td>Yes, to age 65</td>
<td>Yes, to age 65</td>
<td>N/A</td>
</tr>
<tr>
<td>Premiums</td>
<td>Guaranteed Level or Graded Available</td>
<td>Guaranteed Level or Graded Available</td>
<td>Guaranteed Level or Graded Available</td>
<td>Level increases at certain attained ages</td>
</tr>
<tr>
<td>Waiver of Premium Benefit</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>N/A</td>
</tr>
<tr>
<td>Waiver of Elimination Period</td>
<td>5-year recurrent provision</td>
<td>5-year recurrent provision</td>
<td>5-year recurrent provision</td>
<td>N/A</td>
</tr>
<tr>
<td>Cost of Living Adjustment Rider</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Yes, 3% simple interest</td>
</tr>
<tr>
<td>Survivor Benefit</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Yes, 3 times last net monthly benefit payment</td>
</tr>
<tr>
<td>Additional Coverage Available With Underwriting</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

This Quick Reference Benefit Chart is intended as a guide. This summary presents a brief explanation of the student Guaranteed Standard Issue Conversion disability coverage. It should not be used to determine whether your disability claim will be paid. The written contract governs the benefits available. For plan details, visit the Office of Student Health Benefits website at [www.shb.umn.edu](http://www.shb.umn.edu).
DISABILITY INCOME INSURANCE

EVERY ACADEMIC HEALTH CENTER STUDENT NEEDS TO KNOW
Disability may be far more common than you imagine. Even if you’re young and careful, it could happen to you through an accident, an injury, or a lengthy illness. In a recent survey more than half of employees surveyed felt they had less than a 2% chance of becoming disabled during their working years\(^1\). In reality, more than 25% of Americans entering the work force today (1 in 4) will become disabled before they retire\(^2\).

WANT TO BE BETTER PREPARED? CONSIDER THE FOLLOWING:
It’s simply not safe to rely solely on a Group Long-Term Disability (LTD) policy your future practice may have purchased. Group LTD insurance usually only covers 60% of your income, is taxable and has many limitations and exclusions. By supplementing with an individual disability policy, you can better protect your income in the event of an unforeseen injury or illness.

LEARN TO SPEAK THE LINGO
The right Individual Disability Insurance (IDI) coverage can help you keep your household going if you suffer a long-term disability. But before you go shopping for a policy, you need to know which features to look for—and the language the insurance industry uses to describe them. The following terms are part of the language describing high-quality policies, and are what you should look for to get coverage you can count on:

---

**Non-cancellable and Guaranteed Renewable**
To avoid the possibility of losing your coverage just when you need it most, choose a policy that’s non-cancellable and guaranteed renewable to age 65. This provision will guarantee that as long as your premiums are paid on time, your policy cannot be cancelled, premiums cannot be increased, and policy provisions cannot be changed.

**True Own Occupation**
A True Own Occupation policy considers you totally disabled—and therefore eligible for benefits—when, solely due to injury or sickness, you are unable to perform the material and substantial duties of your occupation, even if you are gainfully employed in another occupation. As a highly skilled professional who has greatly invested in your education and training, you want to make sure you have True Own Occupation coverage. Group LTD plans rarely include a True Own Occupation definition of total disability.

**Enhanced Partial Disability Benefits**
Through an optional rider, a good IDI policy can provide you with a partial benefit for when you suffer a loss of income as a result of partial (residual) disability—even if you have never previously suffered a period of total disability.

**Recovery Benefit**
This benefit is important for many medical professionals. It provides a benefit—even if you have recovered—if you continue to suffer a loss of income of 15% or greater due to an injury or illness that caused your disability. The best policies have a recovery benefit payable to age 65 or 67.

**Personalize your policy with riders**
Optional riders offer additional coverage such as Catastrophic Disability Benefits, student loan rider, annual Future Increase Options, and Cost of Living Adjustments (COLA).

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\(^1\)CDA 2010 Consumer Disability Awareness Survey
\(^2\)Social Security Administration Fact Sheet, January 2011
As a medical professional, your financial situation is unique. Upon completion of your training, you may have more financial questions than answers.

**Have you started asking yourself:**

- Is now the right time to work with a financial professional?
- Should I pay off my student loans first or start investing?
- How much should I have in my emergency fund?
- If I purchase a home, what is the best way to finance it?
- Do I need life insurance? If so, how much and what type is best for me?
- How do I start planning for retirement? What are my options?
- What is the best way to save for my child’s education?
- How solid is my employee benefits package?

Foster Klima has a keen perspective of the uncommon challenges you will face today, tomorrow, and throughout your career. Their representatives guide clients through questions such as these every day.

In addition to offering the highest quality disability coverage, your Foster Klima representatives are equipped with a full suite of financial planning tools.

**Additional services:**

- Financial Planning & Debt Reduction
- Retirement Planning
- Life Insurance and Disability Income Planning
- Student Loan Repayment Options
- Mutual Funds and Money Management
- Fixed and Variable Annuities

Expand your view of your financial world.

Contact your Foster Klima representative to build a strong financial foundation to **Protect**, **Save**, and **Grow** your financial wealth.
### REPRESENTATIVES

#### BENEFIT GROUP A

**Medical School**

Heather Bantle  
612-746-2339  
heather_bantle@fosterklima.com

Joe Barwick  
612-746-2264  
joe_barwick@fosterklima.com

Matt Hermann  
612-746-2383  
matt_hermann@fosterklima.com

Biochemistry, Molecular Biology and Biophysics; Bioethics; Biophysical Sciences and Medical Physics; Cellular and Integrative Physiology; Experimental Surgery; Health Informatics; Human Genetics; Internal Medicine; Microbiology; Immunology and Cancer Biology; Neuroscience; Otolaryngology; Pharmacology; Surgery; Toxicology

#### BENEFIT GROUP B

**School of Dentistry**

Dustin Peltier  
612-816-1901  
dustin_peltier@fosterklima.com

Dentistry; Oral Biology

#### BENEFIT GROUP C

**College of Veterinary Medicine**

Heather Bantle  
612-746-2339  
heather_bantle@fosterklima.com

Comparative and Molecular Biosciences; Veterinary Medicine
REPRESENTATIVES (CONTINUED)

BENEFIT GROUP D

College of Pharmacy

**DULUTH CAMPUS:**
Erik Bohn
612-746-2385
erik.bohn@fosterklima.com

**TWIN CITIES CAMPUS:**
Chris Elhardt
612-746-2346
chris.elhardt@fosterklima.com

Medicinal Chemistry; Pharmaceutics; Pharmacy; Social, Administrative, and Clinical Pharmacy

BENEFIT GROUP E AND F

Medical School (select programs)
School of Dentistry (select programs)
School of Nursing
College of Allied Health Professions
School of Public Health

**DULUTH CAMPUS:**
Dustin Peltier
612-816-1901
dustin_peltier@fosterklima.com

**TWIN CITIES CAMPUS:**
Erik Bohn
612-746-2385
erik.bohn@fosterklima.com

Physical Therapy; Mortuary Science; Dental Hygiene; Dental Therapy; Nursing; Master of Nursing; Doctor of Nursing Practice; Occupational Therapy; Medical Laboratory Sciences; Public Health Practice; Public Health Administration and Policy; Public Health Nutrition; Health Care Administration; Epidemiology; Environmental Health; Community Health Promotion; Biostatistics; Maternal and Child Health

Schedule a meeting with your representative now!

At some point during your time at the University, schedule a meeting with your University-designated disability insurance representative to learn more about your option for coverage after you leave the University. **No time is too early to meet with your representative.**
**Important Information:** We limit the duration of payments for long-term disabilities caused by mental or emotional conditions, or alcohol or drug abuse. We do not pay LTD or STD benefits for charges relating to a covered person: taking part in any war or act of war (including service in the armed forces); committing a felony or taking part in any riot or other civil disorder; or intentionally injuring themselves or attempting suicide while sane or insane. We do not pay benefits during any period in which a covered person is confined to a correctional facility, an employee is not under the care of a doctor, and the employee's loss of earnings is not solely due to disability. This policy provides disability income insurance only. It does not provide “basic hospital,” “basic medical,” or “major medical” insurance as defined by the New York State Insurance Department. If the plan is new (not transferred): This LTD plan does not pay charges relating to a pre-existing condition. On New York cases, no benefit will be payable until the employee has been insured for 12 consecutive months. At that time, provided the employee remains disabled, he or she becomes eligible to receive benefits for the full plan duration, from that day forward, subject to all plan provisions. A pre-existing condition includes pregnancy and any condition for which an employee, in the three-month period prior to coverage under this plan, consults with a physician, receives treatment, takes prescribed drugs or exhibits symptoms which would cause an ordinarily prudent person to seek medical care or treatment. Please refer to plan documents for specific time periods. Pre-existing condition limitations vary by state.

1 Disparity insurance Policy Forms 18ID underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned stock subsidiary of The Guardian Life Insurance Company of America, New York, NY.

2 This publication is provided for informational purposes only and should not be considered tax or legal advice. Please consult your tax or legal advisor regarding the tax treatment of the policy and policy benefits. You should consult with your own independent tax and legal advisors regarding your particular set of facts and circumstances. The information provided is not intended or written to be used, and cannot be relied upon, to avoid penalties imposed under the Internal Revenue Code or state and local tax law provisions.

Variable annuities are long-term investment vehicles that involve certain risks, including possible loss of the principal amount invested. The investment return and principal value will fluctuate so that the investment, when redeemed, may be worth more or less than original cost. Withdrawals of taxable amounts will be subject to ordinary income tax and possible mandatory federal income tax withholding. If taken prior to age 59 1/2, a 10% IRS penalty may also apply. Withdrawals affect the variable annuity’s death benefit, cash surrender value, and any living benefit and may also be subject to a contingent deferred sales charge.

Variable annuities and their underlying variable investment options are sold by prospectus only. Prospectuses contain important information, including fees and expenses. Please read the prospectus carefully before investing or sending money. You should consider the investment objectives, risks, fees, and charges of the investment company carefully before investing. The prospectus contains this and other important information. To obtain a prospectus, please contact your investment professional or call 1-800-221-3253. To download a contract or fund prospectus, please visit www.GuardianInvestor.com.

Registered Representatives and Financial Advisor of Park Avenue Securities LLC (PAS). Securities products/services and advisory services are offered through PAS, a registered broker-dealer and investment advisor (612-746-2200). Field Representative, The Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is an indirect, wholly owned subsidiary of Guardian. Foster Klima & Company, Inc., is not an affiliate or subsidiary of PAS or Guardian. 920 Second Avenue South, Suite 1100, Minneapolis, MN 55402

PAS is a member of FINRA, SIPC

Any student previously declined by Guardian does not qualify for the guaranteed conversion issue offer.

Optional riders are available for an additional premium.

Conversion policies are issued with a 24-month mental- and/or substance-related disorder limitation endorsement.