Back-to-School Planning: Don't Forget to Protect the Paycheck

The backpacks are packed. The school calendars are posted. Sports, activities, tuition, and after-school schedules are filling the family calendar.

What happens to the family's financial plan if the paycheck stops? When we talk about protecting a child's future, we often focus on college savings, 529 plans, investments, and life insurance. But all of those plans are funded by one thing—the client's ability to earn an income.

Paycheck is the foundation. A client may have a great retirement strategy, a growing investment portfolio, and a well-funded college account. But if an illness or injury prevents them from working, the financial plan can quickly come under pressure.

-Mortgage payments don't stop.
-Groceries don't stop.
-College savings don't stop.
-Health insurance premiums don't stop.
-And neither do the everyday expenses of raising a family.

That's where **individual disability income protection** deserves a place in the conversation.

And remember, disability doesn't always mean someone is completely unable to work.

A client may experience a back injury, illness, neurological condition, or another health issue that allows them to work—but not at their full capacity.

A Back-to-School checklist for financial planners:

🎒 **Income:** What percentage of your client's income is protected today?

📚 **Existing coverage:** What does their employer-sponsored LTD plan actually provide—and is it enough?

✏️ **Taxes:** Would benefits be taxable depending on who pays the premium?

🏫 **Family obligations:** How much of the household budget depends on their income?

📈 **Future earnings:** How would a disability affect retirement savings, college funding, and long-term goals?

NorthCentral DI is your one-stop resource for all your disability insurance needs. We are here to assist with case design, illustrations, pre-screens and even income documentation review! Please give us a call at 866-598-0020 or email us at 3mark@northcentraldi.com.

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