

RiverSource® Business Overhead Expense  
RiverSource Life Insurance Company  
RiverSource Life Insurance Co. of New York

# Help protect your business from the unexpected

## Ameriprise Financial *Confident Retirement*<sup>®</sup> approach



Having a strategy to help protect against unexpected events is a critical part of achieving a truly confident retirement. After you have a plan in place to cover essential and lifestyle expenses, the next steps are to **prepare for the unexpected** and **leave a legacy**.

As a business owner, meeting current expenses and future financial goals is dependent on the ongoing viability of your business. An interruption due to illness or injury could severely impact your company's sustainability. Business Overhead Insurance can help keep your business operational until you're able to resume your role.

### **DISABILITY INCOME INSURANCE:**

NOT A DEPOSIT • NOT FDIC INSURED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY •  
NOT BANK, CREDIT UNION OR SAVINGS & LOAN GUARANTEED

# Your business counts on you to keep it running; what would happen to it if you were unable to work?

As a business owner, you are particularly vulnerable to the negative impacts of a personal disability. You not only need to protect your own livelihood, but you have to make sure your business continues to function while you're unable to work.

*RiverSource* Business Overhead Expense (BOE) protection can help cover eligible business expenses while you're ill or injured so that your business can remain viable. BOE protection can help your business:

## Remain viable

Keep the business running with reimbursements for eligible expenses such as rent, a mortgage, employee salaries, benefits and utilities.

## Provide assurance

Continuing business operations helps assure customers, creditors and employees as well as your dependents.

## Maintain value

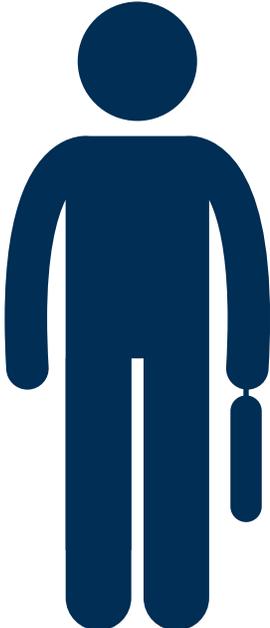
Insuring the viability of your business helps maintain its value for when you return; or, should you be unable to or choose not to return, for when you sell it.

Help protect your business with *RiverSource*® Business Overhead Expense insurance.

*RiverSource* business overhead expense insurance has exclusions, limitations, reduction of benefits and terms under which the policy may be continued in force or discontinued. For costs and complete details of the coverage, ask your financial advisor.

# Help meet business expenses and remain open until you recover

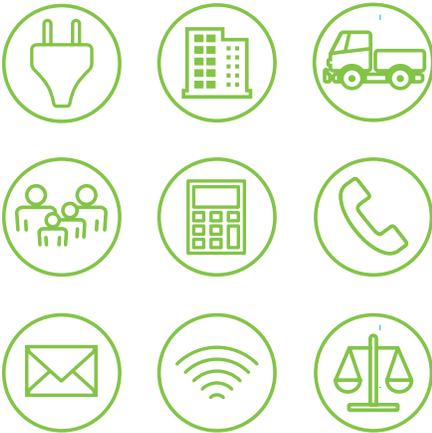
A long-term illness or injury can happen at **any age at any time**. Business Overhead Expense insurance helps **protect** your business from the unexpected, so you can **focus** on what matters most.





Your BOE policy helps **cover eligible business expenses** so the business can keep running while you're disabled.

Expenses are covered

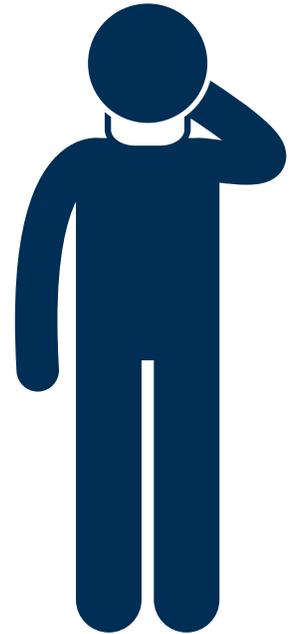


With a policy

Without a policy

**How will you decide** which business expenses you'll continue to pay?

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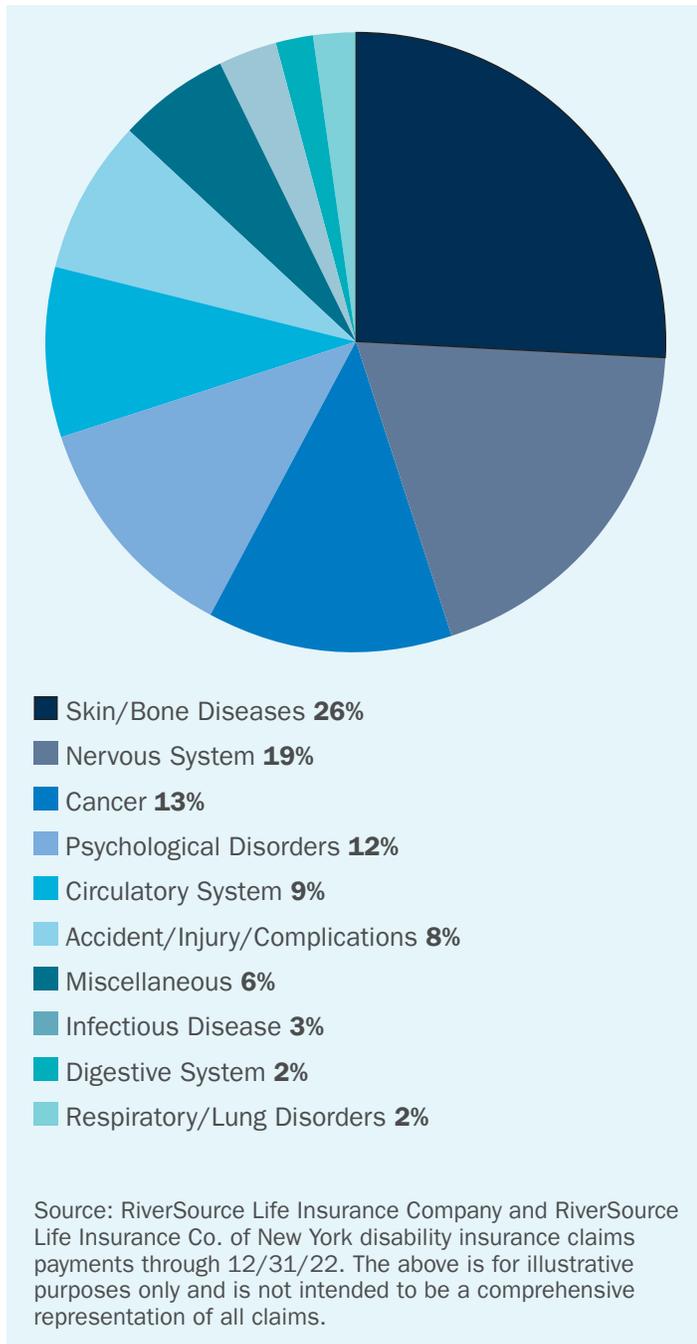
Which expenses do you cover?



# Answers to questions you might have

## I take good care of myself; do I really have to worry about something preventing me from working for an extended period of time?

The chart below shows—by percentage of claims—the typical ways you might become disabled. As you can see, it may not matter how well you take care of yourself.



## I already have disability insurance; why would I also need BOE insurance?

Personal disability insurance pays out a benefit based on the income you earn; BOE insurance reimburses you for eligible business expenses. As a business owner, it's important for you to have both types, and, in fact, you must have individual or group personal disability insurance to qualify for BOE insurance.

## Which business expenses are covered and which aren't?<sup>1</sup>

In the event of your disability, Business Overhead Expense insurance will cover expenses incurred in the normal operation of your business (in the case of joint occupancy, only the insured's share of expenses will be covered).

Examples of expenses covered are:

- Rent or mortgage interest
- Professional liability insurance
- Property, malpractice and workers compensation insurance premiums
- Insurance premiums
- Electricity, phone, heat and water
- Employee salaries and fringe benefits
- Interest on business connected indebtedness
- Legal fees
- Other normal and customary fixed office expenses

BOE insurance does not cover:

- Wages or salaries, fees, drawing accounts, or profit
- Wages and salaries of relatives if they were not employees when disability began
- The cost of goods, wares, merchandise, equipment, furniture, fixtures, pharmacy products, or implements of your occupation or profession
- Payments on debt principal
- Insurance policy premiums that are being waived due to your disability
- Expenses for which you were not periodically liable before you became disabled

## Is there a maximum benefit amount?

The BOE benefits are reimbursements for actual expenses up to \$15,000-\$30,000 per month, depending on occupational class.

<sup>1</sup> In the case of joint occupancy, only the insured's share of expenses will be covered.

### Do I have to be hospitalized to receive benefits?

No; you are eligible to receive monthly benefits whether you are hospitalized or are at home.

### How long will my coverage last?

The total benefit amount you will receive is calculated based on an 18-month benefit period. However, since the benefit reimburses actual incurred expenses, if at the end of the initial 18-month period the benefit amount has not been completely exhausted, you can extend the benefit period up to an additional 18 months.

### If I'm disabled, will I have to continue paying the premium for the BOE insurance?

Premiums will be waived after 90 days of a total disability. RiverSource will also refund any premium from the day you became disabled.

### Are the BOE premiums income tax-deductible?

Yes. You can deduct your premiums as a necessary business expense. Any benefits you receive are business income that is generally offset by deductions for the expenses the policy covers. Ask your tax adviser about your specific situation.

### Is the benefit I receive income tax-deductible?

No. The benefit is taxable income, but you can use it to pay for tax-deductible expenses.

### Is the coverage guaranteed?

Yes. RiverSource BOE protection offers guaranteed coverage as long as you hold the policy. All guarantees are based on the continued claims-paying ability of the issuing company.

### Can the insurance company cancel, amend or reduce my coverage?

Until the policy anniversary after the insured turns age 65 and as long as premiums are paid in full and on time, RiverSource **guarantees** that:

- Your policy is non-cancellable
- Your premiums will not increase
- There will be no additional charges
- Restrictive riders or endorsements will not be added to your policy
- There will be no amendments or reductions to your coverage if you change to a more hazardous occupation

After the policy anniversary after the insured turns age 65, if the insured is still working at least 25 hours per week and 40 weeks per year, he or she can choose to continue the policy for as long as he or she lives\*, at which time applicable premium rates will apply.

### What if my expenses increase during my disability? How can I account for that?

Because you cannot always accurately predict your business expenses, you can choose between two policy options:

- **A level benefit option** – this option offers a monthly benefit amount that stays the same over the life of the policy. This option may be suitable if your expenses have historically remained level and you do not anticipate that they will grow.
- **An increasing benefit option** – this option increases the maximum monthly benefit amount by 5% each year for the first 10 years (based on the initial issue amount), at which point it will remain level. This option may be suitable for you if you expect your business expenses to grow

## The company you choose matters

When you choose RiverSource Life Insurance Company (RiverSource Life), you want to be confident we'll be here for you today — and tomorrow. RiverSource Life was founded in 1957, and we trace our roots to 1894. For decades, we've been honoring our commitments to help clients grow their assets, manage their income and protect what matters most.

To view our current ratings, visit [strengthandsoundness.com](http://strengthandsoundness.com).

\*Not available in all states.

# Live confidently every day.

As a company with a long history of strength, stability and expertise, we're committed to serving your needs and interests. We offer a range of products and services that give you the flexibility you need and the stability you desire as you live for today, make plans for retirement and prepare for your personal legacy.

This brochure applies to policy #30209C and state variations thereof, and in New York to policy #39113C.

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. The expected benefit ratio for this policy is 50 percent. This ratio is the portion of future premiums which the company expects to return as benefits, when averaged over all people with this policy.

Neither RiverSource Life Insurance Company nor RiverSource Life Insurance Co. of New York can guarantee future financial results.

Neither RiverSource Life Insurance Company, nor RiverSource Life Insurance Co. of New York, nor their affiliates or representatives, offer tax or legal advice. Consult with your tax adviser or attorney regarding your specific situation.

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