



Disability Income Insurance

Charles E. Soule

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Insurance companies dealing with disability income insurance have learned that there are unique risks involved in offering this product. This latest revision shows companies how to manage these risks to increase profitability and focuses on the most up-to-date concerns in the field, including the debate between income replacement versus disability income. Includes a comparison of the differences between life insurance and disability income insurance, an analysis of the characteristics of the disability income insurance buyer, and more.

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