We understand you may need insurance to keep your practice running
We’re veterinarians like you. And we know how much your practice depends on you. That’s why we make available the Professional Overhead Expense (POE) Insurance – to help cover the costs of running your practice when you’re sick or injured and unable to work due to a covered disability.

Covering your business expenses when you can’t
Our POE Insurance can provide the cash you may need to cover practice expenses when a covered injury or illness keeps you from working. This coverage can pay a monthly benefit, which you can use to help pay for the following:

• Employees’ salaries
• Rent
• Utilities (including electricity, water, gas, etc.)
• Equipment maintenance
• Principal and interest on outstanding debt
• Postage and stationery
• Business taxes*
• The temporary replacement salary for the insured member**

Choose the length of your coverage
Eligible members can select POE coverage that provides up to either one or two years of benefits. If you select the one-year plan, you must wait 15 days after you become unable to work due to a covered disability before you start receiving benefits. The two-year plan’s benefits begin after 30 days. You can take advantage of the POE until you’re 70. Plus you may be able to deduct the cost of this coverage as a business expense if you’re self-employed.***

*Benefits intended to cover monthly average taxes on premises.
**Not to exceed the insured member’s earnings prior to disability; up to a maximum of 20% of the monthly benefit purchased, combined with other professional overhead expenses under the monthly maximum.
***Consult an attorney or tax consultant for current IRS rules.
Limits to coverage
POE coverage doesn’t replace your income or supplement the income of other veterinarians in your practice who are still able to provide veterinary care. In fact, the following expenses are excluded:
• Salary, fees, profits, or other income generated by you or your veterinarian partners
• Salaries of staff hired after your disability begins (except for temporary relief veterinarian indicated above)
• Income taxes or any expenses you would not reasonably be expected to incur while disabled
• Inventory – the cost of merchandise, goods, or pharmaceutical products
• Depreciation of business assets

Professional Overhead Expense monthly rates*
(As of 1/1/22)

<table>
<thead>
<tr>
<th>Benefit Term</th>
<th>under 40</th>
<th>40-49</th>
<th>50-59</th>
<th>60-69</th>
<th>70 &amp; Over</th>
</tr>
</thead>
<tbody>
<tr>
<td>15 day waiting period with</td>
<td>$0.50</td>
<td>$0.75</td>
<td>$1.33</td>
<td>$2.00</td>
<td>$3.75</td>
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<tr>
<td>1 year maximum benefit</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>30 day waiting period with</td>
<td>$0.55</td>
<td>$0.83</td>
<td>$1.46</td>
<td>$2.20</td>
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<tr>
<td>2 year maximum benefit</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

Rates increase as you attain a new age group

Premiums listed above cover $100 increments of monthly benefit payments to cover your practice’s operating expenses when you’re sick or injured and unable to work. You must purchase coverage for at least $300 of monthly benefit payments and can purchase coverage for a maximum of $45,000 of monthly benefit payments. Coverage maximums available vary after age 50.

The AVMA LIFE Trust was created by veterinarians for veterinarians. All our coverages are available exclusively for members of the AVMA and their families. For more information** on our POE Insurance, view the product brochure, call 800.621.6360, or contact your agent. To find an agent in your area, visit AVMALife.org.

*The insurance company has the right to change rates on a class-wide basis. (An example of “class” is a group of people with the same age or gender).

**Including details such as exclusions, limitations, rates, eligibility, and renewal provisions.

This material is not intended for use in NM.