WEALTHCARE FINANCIALS

Yahoo Finance Wire Release — Kris Schwartz Profile

Wealthcare Financials Launches Educational Initiative to Close Income-Protection Gap Among Physicians and Dentists

AUSTIN, Texas — Wealthcare Financials, an agency of The Guardian Life Insurance Company of America, today announced a structured educational initiative aimed at helping physicians and dentists understand how income-protection planning fits into their broader financial lives. The effort is led by founder Kris Schwartz, who established the firm in 2019 after a career transition out of the technology sector in 2010.

The announcement comes as new data from the 14th Annual Guardian Workplace Benefits Study (2025) shows that only 43 percent of working Americans owned disability insurance in 2025 — a figure that underscores a persistent gap in financial preparedness across the workforce, including high-earning healthcare professionals. The Social Security Administration has noted that a working person faces roughly a one-in-four chance of experiencing a disability before retirement, a probability that makes income continuity planning particularly relevant for physicians and dentists whose earning power depends on their ability to practice.

Why Physicians and Dentists Require a Specialized Conversation

Medical and dental professionals carry financial profiles that differ substantially from those of the general workforce. Student debt loads, delayed income timelines that follow residency and fellowship training, and practice ownership obligations all shape how an income disruption would ripple through a physician's or dentist's financial plan. Schwartz designed the educational initiative specifically to address those nuances rather than applying a one-size-fits-all framework.

A central element of the initiative is helping residents and fellows understand Guaranteed Standard Issue, or GSI, programs available at participating institutions. These programs allow eligible residents and fellows to obtain individual disability insurance coverage without medical underwriting — an opportunity that may not remain available once a physician or dentist transitions into private practice and applies for coverage through standard channels. GSI programs also typically include a resident discount that stays with the policy for life, which can make the cost of coverage more manageable during the lower-income years of training.

For physicians and dentists who are past the residency stage, Schwartz discusses Provider Choice , an individual disability insurance product issued by Berkshire Life Insurance Company of America, a Guardian company. Provider Choice is structured around an enhanced own-occupation definition of disability, is noncancelable, and is guaranteed renewable to age 65 or 67, depending on the policy

Federal Policy Changes Add a New Layer of Planning Complexity

The initiative also addresses how recent federal legislation may reshape financial planning for healthcare professionals in training. The One Big Beautiful Bill Act, signed into law on July 4, 2025, caps federal graduate loan borrowing for medical and dental school at $50,000 per year and $200,000 over a lifetime for new borrowers beginning July 1, 2026, while eliminating Grad PLUS loans for new borrowers. Those changes could meaningfully alter how future residents and fellows finance their education and may shift more borrowing toward private loan markets.

The legislation also includes a provision making federal student loan discharge upon death or total and permanent disability permanently tax-free — a development that intersects directly with disability insurance planning for healthcare borrowers. Schwartz's educational content addresses that intersection, helping physicians and dentists understand what a disability discharge does and does not cover relative to a private individual disability insurance policy.

About Kris Schwartz and Wealthcare Financials

Kris Schwartz holds a Bachelor of Business Administration in Marketing from the University of Texas at San Antonio and left the technology industry in 2010 to focus on financial services. He founded Wealthcare Financials in 2019 and holds Series 6 and Series 63 registrations. The firm operates with access to more than 40 carrier partnerships and serves clients as an agency of The Guardian Life Insurance Company of America.

Schwartz has built the firm's physician and dentist practice around education-first client engagements, with the view that healthcare professionals are better served when they understand how a given insurance or financial product fits their specific circumstances before any application is submitted. Wealthcare Financials does not guarantee coverage outcomes or approval, as individual eligibility is determined by the issuing carrier based on each applicant's situation.

For more information about Wealthcare Financials and the educational initiative for physicians and dentists, contact the firm directly through its official channels.

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