

Grandville Public Schools

Basic Life/AD&D and Long Term Disability Marketing Results - Teachers and Admin

Benefit	Volume	MESSA/CIGNA (Current)	MESSA/CIGNA (Renewal)	NIS* MINL	MetLife	Reliance Standard	UNUM	The Standard	The Hartford
Basic Life	\$13,125,000	\$0.090	\$0.090	\$0.095	\$0.092	\$0.120	\$0.130	\$0.145	\$0.100
AD&D	\$13,125,000	\$0.030	\$0.030	\$0.020	\$0.016	\$0.010	\$0.020	\$0.015	\$0.020
Life/AD&D Premium		\$18,900	\$18,900	\$18,113	\$17,010	\$20,475	\$23,625	\$25,200	\$18,900
Long Term Disability	\$1,998,839	\$0.600	\$0.600	\$0.400	\$0.400	\$0.680	\$0.620	\$1.180	\$0.485
LTD Premium		\$141,518	\$143,916	\$95,944	\$95,944	\$139,119	\$148,714	\$283,036	\$116,332
Total Premium		\$160,418	\$162,816	\$114,057	\$112,954	\$159,594	\$172,339	\$308,236	\$135,232
\$ Difference from current			\$2,399	-\$46,361	-\$47,464	-\$824	\$11,921	\$147,818	-\$25,185
% Difference from current			1.5%	-28.9%	-29.6%	-0.5%	7.4%	92.1%	-15.7%
Rate Guarantee (Life / LTD)		1 / 1	1 / 1	3 / 3	2 / 2	2 / 2	2 / 2	2 / 2	2 / 2

Notes

Volume taken from MESSA renewal
 MINL offers options
 Admin and Teachers have \$35,000 in life benefit
 NIS, Met Life, Reliance Standard offer MPEB

This analysis is for illustrative purposes only, and is not a guarantee of future expenses, claims costs, managed care savings, etc. There are many variables that can affect future health care costs including utilization patterns, catastrophic claims, changes in plan design, health care trend increases, etc. This analysis does not amend, extend, or alter the coverage provided by the actual insurance policies and contracts. Please see your policy or contact us for specific information or further details in this regard.



Callagher Benefit Services, Inc.

Grandville Public Schools

Basic Life/AD&D and Long Term Disability Marketing Results - Assurant Group

Benefit	Volume	Assurant (Current)	Assurant (Renewal)	NIS* MNL	MetLife	Reliance Standard	UNUM	The Standard	The Hartford
Basic Life	\$3,723,000	Varies	Varies	\$0.175	\$0.092	\$0.120	\$0.130	\$0.145	\$0.100
AD&D	\$3,723,000	\$0.030	\$0.030	\$0.020	\$0.016	\$0.010	\$0.020	\$0.015	\$0.020
Life/AD&D Premium		\$13,327	\$13,327	\$8,712	\$4,825	\$5,808	\$6,701	\$7,148	\$5,361
Long Term Disability	\$44,239	\$0.990	\$0.990	\$0.450	\$0.400	\$0.580	\$0.620	\$1.180	\$0.485
LTD Premium		\$5,256	\$5,256	\$2,389	\$2,123	\$3,079	\$3,291	\$6,264	\$2,575
Total Premium		\$18,582	\$18,582	\$11,101	\$6,948	\$8,887	\$9,993	\$13,412	\$7,936
\$ Difference from current			\$0	-\$7,482	-\$11,634	-\$9,696	-\$6,590	-\$5,170	-\$10,647
% Difference from current			0.0%	-40.3%	-62.6%	-52.2%	-46.2%	-27.8%	-57.3%
Rate Guarantee (Life / LTD)		1 / 1	1 / 1	3 / 3	2 / 2	2 / 2	2 / 2	2 / 2	2 / 2

Notes

Volume taken from MESSA renewal
MNL offers options



Callagher Benefit Services, Inc.

Grandville Public Schools

Basic Life/AD&D and Long Term Disability Marketing Results - Admin

Benefit	Volume	Assurant (Current)	Assurant (Renewal)	NIS* MNL	MetLife	Reliance Standard	UNUM	The Standard	The Hartford
Basic Life	\$3,208,000	\$0.260	\$0.260	\$0.175	\$0.092	\$0.120	\$0.130	\$0.145	\$0.100
AD&D	\$3,208,000	\$0.030	\$0.030	\$0.020	\$0.016	\$0.010	\$0.020	\$0.015	\$0.020
Life/AD&D Premium		\$11,164	\$11,164	\$7,507	\$4,158	\$5,004	\$5,774	\$6,159	\$4,620
Total Premium		\$11,164	\$11,164	\$7,507	\$4,168	\$5,004	\$5,774	\$6,159	\$4,620
\$ Difference from current			\$0	-\$3,657	-\$7,006	-\$6,159	-\$5,389	-\$5,004	-\$6,544
% Difference from current			0.0%	-32.8%	-62.8%	-55.2%	-48.3%	-44.8%	-58.6%
Rate Guarantee (Life / LTD)		1 / 1	1 / 1	3 / 3	2 / 2	2 / 2	2 / 2	2 / 2	2 / 2

Notes

MNL offers options and reduction starts at age 70
 Currently Assurant reduction starts at age 65



Gallagher Benefit Services, Inc.

Grandville Public Schools

Basic Life/AD&D and Long Term Disability Marketing Results - Support Staff

Benefit	Volume	Assurant (Current)	Assurant (Renewal)	NIS* MNL	MetLife	Reliance Standard	UNUM	The Standard	The Hartford
Basic Life	\$515,000	\$0.320	\$0.320	\$0.175	\$0.092	\$0.120	\$0.130	\$0.145	\$0.100
AD&D	\$515,000	\$0.030	\$0.030	\$0.020	\$0.016	\$0.010	\$0.020	\$0.015	\$0.020
Life/AD&D Premium		\$2,163	\$2,163	\$1,205	\$667	\$803	\$927	\$989	\$742
Long Term Disability	\$44,239	\$0.990	\$0.990	\$0.450	\$0.400	\$0.580	\$0.620	\$1.180	\$0.485
LTD Premium		\$5,256	\$5,256	\$2,389	\$2,123	\$3,079	\$3,291	\$6,264	\$2,575
Total Premium		\$7,419	\$7,419	\$3,594	\$2,791	\$3,882	\$4,218	\$7,253	\$3,316
\$ Difference from current			\$0	-\$3,825	-\$4,628	-\$3,536	-\$3,200	-\$166	-\$4,102
% Difference from current			0.0%	-51.6%	-62.4%	-47.7%	-43.1%	-2.2%	-55.3%
Rate Guarantee (Life / LTD)		1 / 1	1 / 1	3 / 3	2 / 2	2 / 2	2 / 2	2 / 2	2 / 2

Notes
MNL offers options



Gallagher Benefit Services, Inc.

Sample School District - Life and DI Quote Summary

2016 Marketing Solvency

Carrier	Line of Coverage	Response	AM Best Rating	Commissions
Current: MESSA / Cigna	Life and DI	Quoted-Renewal	N/A	N/A
Alternatives: UNUM	Life and DI	Quoted	A	10% of premium
NIS / Madison National	Life and DI	Quoted	A-	10% of premium
The Standard	Life and DI	Quoted	A	10% of premium
MetLife	Life and DI	Quoted	A+	10% of premium
Reliance Standard	Life and DI	Quoted	A+	10% of premium
The Hartford	Life and DI	Quoted	A-	10% of premium
SunLife	Life and DI	declined	A+	10% of premium



Callaghan Benefit Services, Inc.