ANCILLARY BENEFITS

Negotiate Ancillary Multi-Year Rate Guarantees

USI secures multi-year rate guarantees to simplify employer budgeting and reduce long term cost

- USI's underwriting and analytics team negotiates with multiple carriers for the most favorable pricing and long term guarantees
- USI monitors experiences and market trends for opportunities to further reduce rates in second or third year

Effective Date of 1/1	Current Plan with Carrier A	Renewal with Carrier A	Carrier B Plan
Life and AD&D Benefit	$200,000	$200,000	$200,000
Guarantee Issue Amount	$200,000	$200,000	$200,000
Reduction Schedule	Reduces to: 65% at age 70; 55% at age 75; 25% at age 80	Reduces to: 65% at age 70; 55% at age 75; 25% at age 80	**Reduces to: 50% at age 70**
Waiver of Premium	6 month elimination period; If disabled prior to age 60, benefits extend to age 70	6 month elimination period; If disabled prior to age 60, benefits extend to age 70	**9 month elimination period;** If disabled prior to age 60, benefits extend to age 65
Rate Guarantee	1 Year	**3 Years**	**3 Years**
Life and AD&D Rates	**Current Plan with Carrier A**	**Renewal with Carrier A**	**Carrier B Plan**
Volume	$26,638,138	$26,638,138	$26,638,138
Life Rate per $1,000	$0.190	$0.160	$0.090
AD&D Rate per $1,000	$0.030	$0.025	$0.010
Monthly Premium Total	$5,860	$4,928	$2,664
Annual Premium Total	$70,325	$59,137	$31,966
$ Change From Current	N/A	-$11,188	-$38,359
% Change From Current	N/A	-15.91%	-54.55%

Impact and Benefits:

- Mitigate annual trending increases of an estimated **3-5%** of premium
- Improved employee satisfaction due to stable contribution amounts

Stable and Favorable Pricing for Ancillary Programs