

Ancillary Marketing Overview

Presented to:

THE COMMUNITY SCHOOL FOR CREATIVE EDUCATION

Effective Date: September 1, 2022

Presenting:

Basic Life/AD&D
Long Term Disability
Voluntary Life/AD&D

Presented By:

Jason McVay



THE COMMUNITY SCHOOL FOR CREATIVE EDUCATION

Effective Date: September 1, 2022

Life & AD&D Marketing Overview

Basic Life/AD&D

Life - Carrier Name						
General Plan Information						
Benefit Amount	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Maximum	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Guaranteed Issue Amount	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Employee Assistance Program (EAP)	yes	yes, 3+ LOC	yes	no	no	no
Contributory or Non-contributory	non-contrib	non-contrib	non-contrib	non-contrib	non-contrib	non-contrib
Reduction of Benefits						
Age 65	35%	35%	35%	35%	35%	35%
Age 70	15%	25%	15%	15%	15%	15%
Age 75		15%				
Age 80		10%				
Age 85						
Rate Guarantee	2 years	2 years	2 years	2 years	2 years	2 years
Bundled or Stand-alone Rates	Stand-alone	Bundled	Stand-alone	Stand-alone	Bundled	Stand-alone
Rates						
Volume	\$1,200,000	\$1,182,500	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
Life Rate per \$1,000	\$0.140	\$0.193	\$0.127	\$0.129	\$0.123	\$0.130
AD&D Rate per \$1,000	\$0.020	\$0.028	\$0.020	\$0.014	\$0.027	\$0.027
Monthly Premium	\$192.00	\$261.33	\$176.40	\$171.60	\$180.00	\$188.40
Total Annual Premium	\$2,304.00	\$3,135.99	\$2,116.80	\$2,059.20	\$2,160.00	\$2,260.80

THE COMMUNITY SCHOOL FOR CREATIVE EDUCATION

Effective Date: September 1, 2022

Disability Marketing Overview

Long Term Disability													
LTD - Carrier Name													
General Plan Information													
Benefit Percentage	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	
Monthly Benefit Maximum	\$2,500	\$6,000	\$2,500	\$6,000	\$2,500	\$2,500	\$3,000	\$3,000	\$2,500	\$2,500	\$2,500	\$2,500	
Guarantee Issue	\$2,500	\$6,000	\$2,500	\$6,000	\$2,500	\$2,500	\$3,000	\$3,000	\$2,500	\$2,500	\$2,500	\$2,500	
Elimination Period	90 days	90 days	90 days	90 days	90 days	90 days	90 days	90 days	90 days	90 days	90 days	90 days	
Contributory or Non-contributory	non-contrib	Gross Up	Gross Up	non-contrib	non-contrib	Tax Choice	non-contrib	contrib	non-contrib	Gross Up	non-contrib	Tax Choice	
Definition of Disability	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	2 year own occ	
Minimum Benefit	> 10% or \$100	> 10% or \$100	> 10% or \$100	> 10% or \$100	> 10% or \$100	> 10% or \$100	> 10% or \$100	> 10% or \$100	\$100	\$100	\$100	\$100	
Employee Assistance Program	yes	yes	yes	yes	yes, 3 LOC	yes, 3 LOC	yes	yes	no	no	yes	yes	
Benefit Duration	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	SSNRA	
Pre-Existing Condition Limitations	3/12	3/12	3/12	3/12	6/24	6/24	3/12	3/12	3/12	3/12	6/12	6/12	
Participation Requirement	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Rate Guarantee	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	
Bundled or Stand-alone Rates	Stand-alone	Stand-alone	Stand-alone	Stand-alone	Bundled	Bundled	Stand-alone	Stand-alone	Stand-alone	Stand-alone	Bundled	Stand-alone	
Rates													
Covered Monthly Payroll	\$86,501	\$129,979	\$86,501	\$123,979	\$86,501	\$86,501	\$98,146	\$98,168	\$86,501	\$86,501	\$86,506	\$86,506	
Rate per \$100 of Covered Payroll	\$0.500	\$0.530	\$0.054	\$0.490	\$0.149	\$0.166	\$0.146	\$0.166	\$0.095	\$0.101	\$0.350	\$0.370	
Monthly Premium	\$432.51	\$688.89	\$46.71	\$607.50	\$128.89	\$143.59	\$143.29	\$162.96	\$82.18	\$87.37	\$302.77	\$320.07	
Total Annual Premium	\$5,190.06	\$8,266.66	\$560.53	\$7,289.97	\$1,546.64	\$1,723.10	\$1,719.52	\$1,955.50	\$986.11	\$1,048.39	\$3,633.25	\$3,840.87	

THE COMMUNITY SCHOOL FOR CREATIVE EDUCATION

Effective Date: September 1, 2022

Voluntary Life/AD&D Marketing Overview

Voluntary Life/AD&D											
Voluntary Life/AD&D - Carrier Name											
											
General Plan Information											
Employee Life Benefit											
Increment / Times Salary	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments	\$10,000 increments
Minimum Benefit	\$15,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Maximum Benefit	<5x AE or \$300,000	\$300,000	\$300,000	<3x AE or \$350,000	<5x AE or \$500,000	<5x AE or \$500,000	<5x AE or \$500,000	<5x AE or \$500,000	<5x AE or \$500,000	<5x AE or \$500,000	\$300,000
Guarantee Issue Amount*	\$80,000	\$50,000	\$50,000	\$100,000	\$50,000	\$100,000	\$50,000	\$50,000	\$100,000	\$100,000	\$100,000
Spouse Life Benefit											
Increments / Specified Amount	\$1,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments	\$5,000 increments
Minimum Benefit	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Maximum Benefit	\$50,000	\$250,000	\$250,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Benefit Cap - % of EE Election	Not to Exceed 50%	Not to Exceed 100%	Not to Exceed 100%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 100%
Guarantee Issue Amount*	\$30,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$20,000
Child(ren)											
Increments / Specified Amount**	\$10,000	\$5,000 or \$10,000	\$5,000	\$5,000	\$1k, \$2k, \$4k, \$5k or \$10k	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Maximum Benefit	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Benefit Cap - % of EE Election	Not to Exceed 50%	Not to Exceed 100%	Not to Exceed 100%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 50%	Not to Exceed 100%
Guarantee Issue Amount*	\$10,000	\$10,000	\$10,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$10,000
Reduction of Benefits											
Age 65	35%	35%	35%	35%	No Age Reduction	35%	No Age Reduction	No Age Reduction	No Age Reduction	No Age Reduction	35%
Age 70	15%	25%	25%	15%		15%					15%
Age 75		15%	15%								
Age 80		10%	10%								
Additional Benefits											
Conversion	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Portability	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Accelerated Death Benefit	up to 80% or \$400,000	up to 75% or \$250,000	up to 75% or \$250,000	up to 80% or \$500,000	up to 80% or \$500,000	up to 80% or \$500,000	up to 80% or \$500,000	up to 80% or \$500,000	up to 80% or \$500,000	up to 75% or \$250,000	up to 75% or \$250,000
Participation	> 5 lives or 20%	> 4 lives or 30%	> 4 lives or 30%	17%	> 10 lives or 42%	> 10 lives or 42%	> 10 lives or 42%	> 10 lives or 42%	> 10 lives or 42%	> 5 lives or 20%	> 5 lives or 20%
Rate Guarantee	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years	2 years
Rates (per \$1,000)											
Employee/Spouse		Employee	Spouse	Employee	Spouse	Employee	Spouse	Employee	Spouse	Employee	Spouse
< 25		\$0.060	\$0.060	\$0.082	\$0.082	\$0.057	\$0.078	\$0.069	\$0.069	\$0.079	\$0.079
25-29		\$0.060	\$0.060	\$0.082	\$0.082	\$0.048	\$0.065	\$0.069	\$0.069	\$0.079	\$0.079
30-34		\$0.070	\$0.070	\$0.089	\$0.089	\$0.060	\$0.082	\$0.080	\$0.080	\$0.092	\$0.092
35-39		\$0.100	\$0.100	\$0.126	\$0.126	\$0.091	\$0.126	\$0.111	\$0.111	\$0.144	\$0.144
40-44		\$0.160	\$0.160	\$0.188	\$0.188	\$0.137	\$0.187	\$0.141	\$0.141	\$0.219	\$0.219
45-49		\$0.240	\$0.240	\$0.302	\$0.302	\$0.222	\$0.304	\$0.209	\$0.209	\$0.338	\$0.338
50-54		\$0.390	\$0.390	\$0.508	\$0.508	\$0.341	\$0.468	\$0.323	\$0.323	\$0.549	\$0.549
55-59		\$0.610	\$0.610	\$0.830	\$0.830	\$0.481	\$0.660	\$0.589	\$0.589	\$0.869	\$0.869
60-64		\$0.890	\$0.890	\$1.362	\$1.362	\$0.579	\$0.794	\$0.853	\$0.853	\$1.322	\$1.322
65-69		\$1.470	\$1.470	\$3.063	\$3.063	\$0.837	\$1.148	\$1.422	\$1.422	\$2.222	\$2.222
70-74		\$3.380	\$3.380	\$5.581	\$5.581	\$1.496	\$2.053	\$2.286	\$2.286	\$3.931	\$3.931
75-79		\$8.120	\$8.120	\$5.581	\$5.581	\$4.260	\$5.845	\$2.286	\$2.286	\$3.931	\$3.931
80+		\$8.120	\$8.120	\$5.581	\$5.581	\$4.260	\$5.845	\$2.286	\$2.286	\$3.931	\$3.931
Optional AD&D (EE/SP)		\$0.020	N/A	\$0.038	\$0.038	\$0.019	\$0.019	\$0.015	\$0.015	\$0.022	\$0.022
Child(ren) Life Rate / AD&D		\$0.210	N/A	\$0.144	\$0.038	\$0.056	\$0.190	\$0.240	\$0.051	\$2.00 / \$10,000	\$2.00 / \$10,000

* Specified Guarantee Issue is prior to any age related reductions or limitations

** Child benefit only; an infancy benefit may apply (see proposal for more details.)