

USABLE Life 2009 In-force Rating Initiative

The USABLE^{®1} Life In-force Rating Initiative allows you to match the existing basic life, accidental death and dismemberment (AD&D), and short-term disability schedule without requesting a formal proposal.

The In-force Rating Initiative is available to new groups with 10 to 299 employees that have been in-force with the current carrier for at least one year.

You may be eligible to receive 10% off the current carrier's combined life and AD&D rates, as long as the discounted rate is not less than 10 cents. If the effective date of coverage is within 60 days of the current carrier's anniversary date, the discount will apply to the renewal rates.

As an added convenience, the In-force Rating Initiative allows existing short-term disability coverage to be taken over with a 10% discount off of the current carrier's renewal rate.

Not eligible for the In-force Rating Initiative

- + Groups currently covered under an Association plan
- + Groups currently covered through Saegis Benefits
- + Age-rated groups
- + Union groups
- + Professional Employer Organizations (PEO)
- + New group splitting from larger group
- + Long-term disability (LTD) – please contact Saegis Benefits for a quote

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Guidelines

- + **Maximum Basic Life benefit of \$250,000**
- + **The benefit of one class may not be more than 2 1/2 times the benefit of the next lower class**
- + **Retiree coverage may not exceed \$5,000**
- + **Short-term disability plan design must provide benefits that are no more than 66 2/3 % of weekly earnings to a maximum of \$750 per week, which are payable for 26 weeks or less**
- + **Supplemental Life will require USABLE Life approval on all lines of coverage**

Information needed for a group sold using the In-force Rating Initiative

To use the In-force Rating Initiative, you must have an exact match of the current benefit schedule; all other benefit provisions will be standard USABLE Life policy language.

Sold case material

The following material must be submitted with a sold case:

- + **New group transmittal form**
- + **Group insurance application**
- + **Current census**
- + **Copy of current carrier's schedule of benefits**
- + **Copy of current carrier's billing statement**
- + **Copy of renewal notification if the effective date of coverage is within 60 days of the current carrier's anniversary date**



Extra money in your pocket. Value few competitors can match. Start selling Saegis Benefits products today!
Call 1-888-723-4476



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New group transmittal form

Name of group: _____

Effective date: _____

	Life	AD&D	Dep. Life	STD	LTD
Renewal rate:					Underwriting Required
Discount factor (up to 10%):	.90		.90	.90	
New rate*:					

*Round fractional rates up to the nearest penny

The In-Force Rating Initiative applies to the life and AD&D combined rate. Apply the entire discount to the life rate only. The AD&D rate remains at the in-force rate of the prior carrier's existing/renewal rate.

Rates are based on the enrollment shown on the most recent billing. If the actual enrollment varies by more than 15%, USAbLe Life reserves the right to re-rate the group.

To use the In-force Rating Initiative, we will match the current benefit schedule. The sold case will not be enrolled or issued until the following information is received:

- + **New group transmittal form**
- + **Group insurance application**
- + **Current census**
- + **Copy of current carrier's schedule of benefits**
- + **Copy of current carrier's billing statement**
- + **Copy of renewal notification if the effective date of coverage is within 60 days of the current carrier's anniversary date**

Producer name and P#: _____

Account Executive/Producer Manager name: _____

Account Manager name: _____

Please call **1-888-723-4476** with any questions.

An authorized agency of: