



In The Loop

A Newsletter for the Clients and Partners of GSG

May 2008

Credit Union Preferred Program for Non-Medical Lines

In today's challenging financial times, Gateway Services Group is constantly looking for opportunities to deliver improved solutions to our credit union clients that are both cost effective and high in value. We understand both the importance and magnitude of the costs of employee benefits. Therefore, we are excited to share a new opportunity that leverages our collective scale to deliver your employees great benefits at a better cost.

Gateway Services Group has partnered with Benefit Services Group, a CO insurance agency, to provide an exclusive program to access **The Principal Life Financial Group** for non-medical lines of coverage for employees of the credit union.

The Credit Union Preferred Program ("CUPP") is designed to include unique features and pricing discounts which are only available to participating credit unions. Through this CUPP, participating credit unions should see pricing savings at a minimum of 5-10% below comparable costs, along with extended and multi-year rate guarantees for multiple lines of coverage **which can offset your medical cost for employees**.

Credit Union Case Study

ENT FCU has recently participated in the Credit Union Preferred Program. ENT FCU had been with their previous life and disability carrier for over five years. During the time with their previous carrier, they had virtually no change in their rates. However, through the Credit Union Preferred Program, ENT FCU was able to save almost \$100,000 **per year** in premiums while improving the features of their life and disability plan provisions. All of this was achieved with minimal impact to ENT FCU's employees and HR staff.

It is typical during the annual renewal of the credit union's employee benefit program that most of the focus is on the costs of the major medical program since this has the most impact on total costs and the employees. As a result, the benefits and costs associated with the non-medical lines of coverage are often not reviewed carefully since they are seen as "satisfactory". Under the CUPP program you now have a way to easily review your plan, gain access to a top carrier, and through our exclusive collaborative structure gain cost savings.

The following lines of coverage are available under the CUPP plan:

- Dental
- Vision
- Disability (Short-term, Long-term and Individual)
- Life and AD&D
- Work Secure (Voluntary benefits)

Value Proposition

The Credit Union Preferred Program contains unique features and special benefits which are only available to Credit Unions and their employees. These benefits include:

- Preferential pricing
- Rating and underwriting flexibility
- Enhanced benefit designs
- Extended rate guarantees
- Multi-year rate guarantees with multiple lines of coverage

Please contact us to find out how we can review your current plan to determine the savings and plan improvements that may be available to your Credit Union!

For more information on the above, contact:

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