



October 9, 2009

Dear MBA Member,

Thank you for your involvement in the disability plans here at the MBA. Your participation allows the plans to be affordable and attractive to all of our members.

We are excited to announce that Prudential Insurance Company will be our new disability carrier effective January 1, 2010. Due to excellent claims experience, strong reserves, and bundling of our Life and Disability products with Prudential, we are pleased to announce significant rate reductions for 2010.

Average rate cuts are 19% for the 3 month elimination LTD plan and 10% for the 6 month elimination LTD plan. Over the last three years, we have lowered the LTD rates by an average of 37%!

Rates for our Short Term Disability plan will remain the same. However, as an added feature, Prudential will pay the employer FICA match along with the W-2 preparation.


To view the plan rates and details, please contact me or visit our [Web site](#). You will need a login and password. If you have forgotten your login/password, or are logging in for the first time, click "Reset My Password" to change your password and receive an email containing your Web login.

The transition to a new disability carrier will be seamless for you and your employees. I will distribute electronic booklets as we approach the end of the year. Hardcopies will also be available upon request. Beginning January 1st, please inform our office of any disability claims and we will send you the new claim forms. Below are two minor changes that will take place as each carrier has slightly different plan language.

Definition of disability: *For the first 24 months of disability, unable to perform the material and substantial duties of your regular occupation OR you have a 20% or more loss in your monthly earnings; and are under the care of a doctor. After 24 months, unable to perform the duties of any gainful occupation for which you are reasonably fitted by education, training, or experience; and you are under the regular care of a doctor. The prior language under Assurant indicated you must be disabled from at least one material duty AND a 20% or more loss in monthly earnings.*

Maximum benefit duration (for those near age 65): *The new language adds more age bands after age 65 with prorated durations (depending on age). However, the benefit durations are similar to our old language.*

We look forward to helping you find the best solutions to your group insurance needs. Thank you again for supporting the group insurance products of the MBA.



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