



2025 MARKETING SUMMARY

Jackson County, MO

September 10, 2024



Life/Disability Marketing Response



Carrier	Status
Standard (incumbent)	Quoted - Renewal
Guardian	Quote was not competitive
Hartford	Quoted
Metlife	Quoted
Mutual of Omaha	Declined to Quote
New York Life	Quoted
One America	Declined to Quote
Sun Life	Declined to Quote
Prudential	Declined to Quote
Voya	Quoted



Life/AD&D Rate Comparison

\$50,000 benefit

Carriers	Standard		Hartford
	Current	Renewal Option - Increased Life Amt	
Basic Life			
Basic Life - EE	\$0.050	\$0.070	\$0.050
Basic AD&D			
Basic AD&D - EE	\$0.020	\$0.020	\$0.020
Est. Covered Volume - EE Life	\$3,353	\$4,694	\$3,353
Est. Covered Volume - EE AD&D	\$1,341	\$1,341	\$1,341
Est. Total Monthly Cost	\$1,697	\$6,035	\$4,694
Est. Total Annual Cost	\$20,364	\$72,419	\$56,326
\$ Change from Current		\$52,055	\$35,962
Rate Guarantee		Life 3 Year / LTD 2 Year	3 Years
Voluntary Life	Age-Banded		
	Age-Banded		Age-Banded
	Standard		Hartford
	Current	Renewal	Proposed
VOLUNTARY LIFE RATES			
0-29	\$0.080	\$0.080	\$0.080
30-34	\$0.090	\$0.090	\$0.090
35-39	\$0.110	\$0.110	\$0.110
40-44	\$0.180	\$0.180	\$0.180
45-49	\$0.320	\$0.320	\$0.320
50-54	\$0.500	\$0.500	\$0.500
55-59	\$0.800	\$0.800	\$0.800
60-64	\$1.040	\$1.040	\$1.040
65-69	\$1.580	\$1.580	\$1.580
70+	\$2.700	\$2.700	\$2.700
Rate Guarantee		3 Years	3 Years

Long Term Disability Rate Comparison



Carriers	Standard		Hartford Proposed
	Current	Renewal Option	
Fully Insured LTD - Base	ASO	\$0.265	\$0.100
Buy Up - 5 Years (1)		\$0.310	\$0.355
Buy Up - to 65 (2)		\$0.390	\$0.355
Est. Covered Volume - Base LTD - Employer Paid	\$7,262,692	\$4,282	\$19,246
Est. Covered Volume - Buy Up (1)	\$907,837	\$2,814	\$3,223
Est. Covered Volume - Buy Up (2)	\$907,837	\$3,541	\$3,223
Est. Total Monthly Cost		\$25,601	\$13,708
Est. Total Annual Cost	\$51,380	\$307,212	\$164,500
\$ Change from Current		\$255,832	\$113,120
% Change from Current		498%	220%
Rate Guarantee		Life 3 Year / LTD 2 Year	3 Years

*Hartford reduced their rate per \$100 of benefit from \$0.13 to \$0.10 to account for a \$1.49 PEPm charge to provide a 6-visit EAP through CompPsych. The difference in cost to the County is negligible.