

## Executive Summary Hidalgo County

In conjunction with enrollment partner Alamo Insurance Group, Texas Life Insurance Co. is delighted to again propose our unique voluntary permanent life product, SOLUTIONS 121, for the employees of Hidalgo County. In addition to being the oldest life insurance company domiciled in Texas, Texas Life also specializes in providing financial peace of mind for public sector employees throughout Texas and the United States. Rated A+ (Superior) by A.M. Best, Texas Life concentrates all its efforts on voluntary permanent life insurance. Our slogan: "Voluntary Permanent Life Insurance is what we do – and we're good at it."

According to employee benefits consultants LIMRA International and Eastbridge Consulting, Texas Life consistently ranks among the USA's leading providers of voluntary permanent life insurance to employees where they work. Because voluntary permanent life insurance is all we do, Texas Life is uniquely qualified to work with Hidalgo County to continue providing our state-of-the-art voluntary permanent life insurance program for the County's employees. Our employer customers find us not only to be knowledgeable and experienced, but also responsive, thorough, accurate and timely in all our interactions. We have vast experience with various enrollment methodologies and technologies, using not only our proprietary enrollment system but also partnering with most of the best-known enrollment-system providers throughout the United States. This would include BenefitsConnect, the preferred vendor for our enrollment partner, Alamo Insurance.

Our experience, particularly in the public sector, has taught us that employers have several primary concerns, including the following:

- **Accuracy of information;** Because premiums for voluntary permanent life are deducted from employees' paychecks on an after-tax basis, it is imperative that your carrier deliver to you accurate deduction amounts to prevent employee confusion and ensure that the policies issued are in the exact amounts for which employees applied.
- **Timeliness:** Employee participation and deduction records need to be delivered to you not only impeccably accurately but also in a timely manner so that you may begin deductions in time to remit premiums when due.
- **Professionalism:** Because your employees will apply for this coverage at the worksite, during working hours, you want your benefits consultants to display the utmost professionalism and be minimally disruptive to employees' work days. Texas Life partners with only the most professional brokers and enrollment firms, and we are confident that Alamo Insurance Group will exceed the level of professionalism Hidalgo County has earned.
- **Ease of doing business:** The most important time in an employee's relationship with his/her voluntary benefits provider is at the time of claim. This is particularly true when it comes to life insurance. The death of a loved one carries with it unfathomable grief, which leads to stress and anxiety, especially in monetary matters. Because permanent life insurance is all we do, our claims professionals are not only understanding and compassionate, they also work diligently to secure all necessary information to process claims in a timely manner.

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- **Best in class products:** In your role selecting benefits for the County's employees, you naturally want the best possible products. Texas Life has risen to its position as a leading provider of voluntary permanent life insurance by being on the cutting edge of permanent life insurance products.

This RFP calls for voluntary whole life insurance, and as such, Texas Life is proposing its unique SOLUTIONS 121 whole life product. SOLUTIONS 121 provides peace of mind for employees by helping them address their post-retirement life insurance needs with a whole life product that specializes in guarantees, such as:

- **Guaranteed issue:** To qualify for base levels of coverage, employees need only be actively at work on the day of application. Texas Life does not require employees to answer any health questions;
- **Guaranteed level premium:** The premium for SOLUTIONS 121 is guaranteed never to increase, regardless of future economic conditions;
- **Guaranteed cash value:** As a whole life policy, SOLUTIONS 121 provides a guaranteed cash value that employees may access via policy loans in case of financial emergency;
- **Guaranteed paid up:** SOLUTIONS 121 is guaranteed to be paid up for the full face amount at the later of age 65 or 20 years, if the insured is age 46 or older at the time of purchase. No further premiums will be due.
- **Accelerated death benefit:** All SOLUTIONS 121 policies include, at no extra cost, an accelerated death benefit due to terminal illness rider that gives the insured the option of receiving 92.6% of the death benefit, minus a \$150 processing fee, upon diagnosis of a terminal illness expected to result in death within 12 months.
- **Family coverage available:** Employees may choose to cover their spouses, dependent children and grandchildren simply by applying at the worksite. Signatures are not required by spouses, children through age 26 and grandchildren through age 18.
- **Accidental death benefit rider available:** For a cost of 8 cents per month per thousand dollars of death benefit, this rider, if selected by the county, will double the death benefit for insureds issue ages 17-59 should they die within 180 days of an accident from injuries incurred in that accident.
- **Waiver of premium:** Available to issue ages 17-59 for an additional 10% of the basic monthly premium, this rider, if selected by the county, will waive premiums after 180 days of an insured's total disability and will continue to waive premiums as long as the insured is totally disabled.
- **Accelerated death benefit due to chronic illness:** If selected by the county, this rider will pay 92% of the death benefit to the insured upon doctor-verified loss of any two of the six activities of daily living. Cost is 8% of the basic monthly premium.

More detailed information on SOLUTIONS 121 is available in the product description found in Section 3 of this response.

The RFP's Term of Agreement requests a 3-year rate guarantee for the products we propose. As individually owned permanent life insurance policies rather than a group contract, these policies carry a much more significant guarantee than requested. SOLUTIONS 121 premiums are

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guaranteed for the entirety of the premium-paying period (age 65 or after 20 years, if purchased after age 45).

As you will see in the entirety of this RFP, Texas Life acknowledges and accepts all of the County's terms as defined in RFP 2018-148-06-20-YZV, with the exception of those listed in the Deviations section of this agreement.

More detailed information about Texas Life, Alamo Insurance and SOLUTIONS 121-plus can be found throughout this RFP. Texas Life and Alamo look forward to continuing working with the County, should we be retained as your provider of voluntary permanent life insurance.

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- **Professionalism:** Because your employees will apply for this coverage at the worksite, during working hours, you want your benefits consultants to display the utmost professionalism and be minimally disruptive to employees' work days. Texas Life partners with only the most professional brokers and enrollment firms, and we are confident that Salazar Insurance Group will exceed the level of professionalism Hidalgo County has earned.
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More detailed information about Texas Life, Salazar Insurance and SOLUTIONS 121-plus can be found throughout this RFP. We look forward to continuing working with the County, should we be retained as your provider of voluntary permanent life insurance.



*Salazar  
Insurance Group*

*2800*

Invoices: 100 Date: 06Jul18  
Customer: 100 Dept: 20.25 LBS  
PO Number: 001: 0.00  
Ship Date: 08Jul18  
SHIP DATE: 08Jul18  
ACTIVITY: 20.25 LBS  
GND: 04H312/CRES210  
BILL SENDER

FROM: JIFFEZ (854) 745-8370  
TERMS: THE INSURANCE COMPANY  
500 WASHINGTON AVE  
HOUSTON TX 77001

TO: MARTHA L. SALAZAR, CPP8, PURCH. AGT  
NEW ADMINISTRATION BUILDING  
2802 S. BUSINESS HWY. 261  
EDINBURG TX 78539  
(US)



TRK# 4305 1911 3502

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JUL 11 2018