

Basic and optional life insurance benefits



Jennifer Brown

Insurance products are issued by Minnesota Life Insurance Company



Small change. Big impact.

Minnesota Life Insurance Company has adopted the name of its parent company brand, Securian Financial.



**It's a brand new
day for
Minnesota Life
Insurance
Company**



New brand, same company

What's not changing

- Your policies
- Our financial strength
- Our company structure
- Our values





Key takeaways

1. Minnesota Life Insurance Company will remain the insurance underwriter for your group life insurance.
2. Securian Financial will be the brand you will see on all communications moving forward.





Overview

- Charleston branch office
- Plan design
- Plan highlights
- Beneficiaries
- How to file a death claim
- Plan summary



Charleston branch office



\$1.2 trillion

Securian life insurance in force

8th largest

Life insurance in company in the United States

4.7

Calendar days to process claims (average)



Charleston branch office

Your plan is serviced out of Charleston, West Virginia.

- We are committed to providing world class service
- We understand the importance of timely claim payments, clear communication, and professional and knowledgeable associates
- Procedures are developed to be clear and easy
- Information is handled in a confidential manner



Charleston branch office contacts

Manager

Jennifer Styles Brown

Office manager

Leslie Jordan

Customer service/claim examiners

Amanda Fitzwater

Marilyn Stone

Makenzie Sigmon

Jessica Harrison-Taylor



Plan at a glance: **active employees**



Plan design: key facts to know

- Decreasing term life insurance
- Protection for you and your family
- Retiree coverage
- Conversions
- Matching accidental death & dismemberment(AD&D)
- Accelerated death benefit



Plan design: basic & optional coverage

	ACTIVE	RETIREE																
Basic coverage	\$10,000 under age 65	\$5,000 under age 67																
Basic coverage Age reductions	<table border="1"> <thead> <tr> <th>Age of insured</th> <th>Amount of insurance</th> </tr> </thead> <tbody> <tr> <td>Under age 67</td> <td>none</td> </tr> <tr> <td>Age 65 – 69</td> <td>\$6,500</td> </tr> <tr> <td>Age 70 or over</td> <td>\$5,000</td> </tr> </tbody> </table>	Age of insured	Amount of insurance	Under age 67	none	Age 65 – 69	\$6,500	Age 70 or over	\$5,000	<table border="1"> <thead> <tr> <th>Age of insured</th> <th>Amount of insurance</th> </tr> </thead> <tbody> <tr> <td>Age 67 or over</td> <td>\$2,500</td> </tr> </tbody> </table>	Age of insured	Amount of insurance	Age 67 or over	\$2,500				
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Optional life coverage	18 plans, ranging from: \$5,000 - \$500,000	10 plans, ranging from: \$5,000 - \$150,000																
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Employer Paid?	Basic is paid by employer Optional is paid by the employee	All coverage is paid for by the employee																



Plan design: dependent coverage

	Who is covered	Coverage amount	
Dependent plan 1	Spouse Child	\$5,000 \$2,000	
Dependent plan 2	Spouse Child	\$10,000 \$4,000	
Dependent plan 3	Spouse Child	\$15,000 \$7,500	
Dependent plan 4	Spouse Child	\$20,000 \$10,000	
Dependent plan 5*	Spouse Child	\$40,000 \$15,000	*Always requires EOI



Plan design: accidental death & dismemberment (AD&D)

Accidental death

- Active employees and their dependents
- Double indemnity
- Terminates the first day of the month following date of retirement
- Not available for retiree basic, optional life or dependent coverage
- Exclusions apply



Plan design: accidental death & dismemberment (AD&D)

Accidental dismemberment

- Active employees and their dependents
- Full amount of insurance or percentage based on loss
- Payable to the covered employee
- Not available for retiree basic, optional life or dependent coverage
- Exclusions apply



Active employees eligibility

- Employees must have basic coverage to elect optional life coverage
- New hires can elect:
 - Basic coverage
 - Optional life coverage (up to \$100,000) without EOI during their enrollment period*
- **Optional life coverage can increase one level up to \$100,000 with a family status change****
- Enroll dependents in plans 1 – 4 during the enrollment period without an EOI
- Dependents must be enrolled individually and in the same plan

* Month of hire and following two calendar months

** Marriage or birth of a child is a qualifying family status change



When is evidence of insurability (EOI) required?

- Optional life amounts over \$100,000
- Basic coverage elected outside enrollment period and not enrolling in health coverage
- Increasing optional life coverage outside of the enrollment period or qualifying family status change
- Increase or change dependent coverage outside of the enrollment period
- Electing dependent plan 5



Automation of evidence of insurability (EOI)

- Employees submit the life insurance application to PEIA
 - After application is received by PEIA, Securian will mail an EOI packet directly to employee and/or spouse (if required)
 - EOI packet provides a user id and password to access Securian's website to complete an EOI on-line
 - If applicant does not have access to the internet a paper EOI will be included with a postage paid envelope returning the EOI directly to Securian
- Automated process keeps the employee's medical information private and increases accuracy



Automation of decisions

Securian provides a weekly file to PEIA that updates their system with the underwriting decisions.





Plan at a glance: retired employees



Plan design: retired employees

Eligibility

- Basic and optional life coverage
- Must have basic to elect optional Life
- Continue optional life insurance equal to the amount in force immediately prior to retirement up to the max of \$150,000
- All elections must be made during enrollment period
- Retirees cannot increase coverage outside of enrollment



Plan design: retired employees

Evidence of insurability (EOI)

- Increases in coverage elected during enrollment period require EOI
- EOI not required for elections equal or less than amount in force immediately prior to retirement
- No guaranteed issue coverage for retirees; all retirees who elect coverage will require EOI if not covered immediately prior to retirement



Additional life insurance features



Additional features: accelerated death benefit

- Available to active and retired employees and their dependents
- Life expectancy of 12 months or less
- Up to 100% of optional/dependent life Insurance in force
- Basic coverage cannot be accelerated
- Benefit payable to the covered employee

Death benefit =

full insurance amount – accelerated amount of Insurance



Additional features: waiver of premium

If a covered employee becomes totally and permanently disabled as defined under the plan while under the age of 60, the basic insurance will be continued in force without payment of premiums during the period of disability

*Basic
coverage
only*

9-month
elimination
period



Additional features - conversion

- Leaving employment
- Must take place within 31 days of termination of coverage
- Covered dependents can convert their coverage
- Conversion is at the employees cost, but without EOI
- Individual rates are higher than group rates



Things to consider for 2019



Beneficiaries



Beneficiary designations

Beneficiaries should be reviewed often

Marriage, Divorce, Birth or Adoption of a child, or Death

Two options for updating beneficiary information:

- **On-line at: WVPEIA.com and select “*Manage My Benefits*”**
- **Completion of the *basic and/or optional life insurance change of beneficiary form***



Beneficiary designations

Primary beneficiary(ies): The person or persons named will receive the proceeds

Contingent (secondary) beneficiary(ies): At the time of an employee's death, if the primary beneficiary(ies) is no longer living, the benefit is paid to this person or persons



Beneficiary designations

Default beneficiary(ies): If a beneficiary(ies) is not named, proceeds will be paid in the order outlined in the policy:

- to a spouse, if living, if not;
- to child(ren), if living, if not;
- to parent(s), if living, if not;
- to siblings, if living, if not;
- to their estate



Minor beneficiary

- Minors may be named as beneficiaries
- Special issues may delay a claim payment
- Insurance proceeds cannot be released directly to a minor
- Proof of a court-appointed legal guardian
- Surviving parent may not be authorized to collect assets on behalf of the minor
- Court decides who should be the guardian of the minor's estate
- Recommended approach: consult an attorney



Naming a beneficiary

**TIPS FOR
NAMING
BENEFICIARIES**





Common beneficiary questions

“What if an employee doesn’t remember who they designated as their beneficiary?”

“Why do I need to name a beneficiary?”

“What information do I need to name a beneficiary?”

“Do I need to designate a beneficiary annually?”



Beneficiary questions?

[Securian.com/beneficiary-info](https://www.securian.com/beneficiary-info)





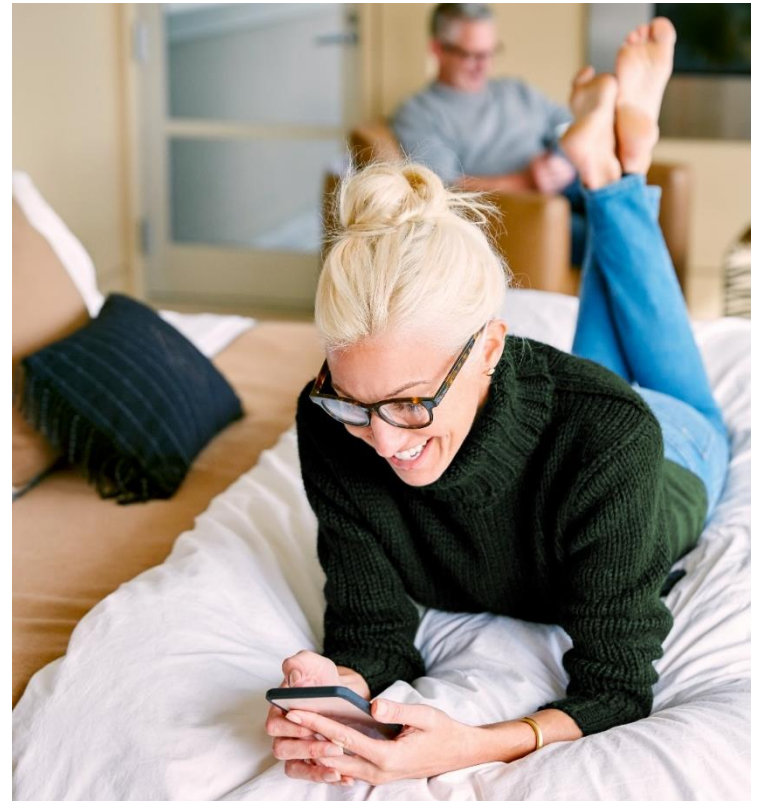
Learn more about life insurance

Term life insurance video

[LifeBenefits.com/videos/term](https://www.LifeBenefits.com/videos/term)

Insurance needs calculator

www.LifeBenefits.com/insuranceneeds





Take advantage of these resources



Legal, financial and grief resources – LifeWorks US, Inc.



Travel assistance – Redpoint WTP, LLC



Legacy planning resources – Securian Financial



**For a digital summary
of your Lifestyle benefits,
text “Lifestyle”
to 70774**



Professional support

Legal, financial and grief resources

Comprehensive web and mobile resources

Access to a financial fitness assessment

Templates to create a will and other key legacy document

Complimentary telephone consultation with professionals in each area

30-minute face-to-face consultation with attorney for each legal issue





Professional support When you're ready!

Call 1-877-849-6034

Identify your employer

Visit lifebenefits.com/LFG

Username: **LFG**

Password: **resources**





Smoother sailing Travel assistance

Pre-trip planning and emergency services:

Any method of travel

Domestic or foreign

100+ miles from home





Ready when you need them

Save this information to your phone
so you have it when you need it:

U.S. / Canada

1-855-516-5433

Everywhere else

+1-415-484-4677

lifebenefits.com/travel





Putting affairs in order

Legacy planning resources

End-of-life planning

Final arrangements

Expedited funeral home payment

securian.com/legacy





Life insurance administration made simple



LifeBenefitsExtra(LBE)

Application status

- View current information about employees who have applied for new insurance that required medical underwriting

Reports

- View and run your own reports regarding underwritten applications

E-Claims

- Electronically submit claims

Emails

- Send secure e-mails to Securian



Claims





How to file a death claim

Anyone can provide a notice of death

- Notice of death can be submitted in the following ways:
 - Call CBO **1.800.203.9515**, or
 - Submit an e-Claim (LifeBenefitsExtra), *or*
 - Complete notice of death form and mail to CBO



Commonly asked claims questions

What is the turnaround time for processing claims?

How are claims paid?

Does Securian Financial take funeral assignments?



**Thank you all for making
a difference!**



Life Insurance Offers Stability: The Thompsons' Story

How life insurance preserved a world of possibilities





Life Insurance Increase

- Life Insurance must be increased in the year round enrollment screen. It cannot be done in the Open Enrollment screen.
- If a member does increase their life insurance in the OE screen you will need to update the start date to 5/1/YY or 6/1/YY appropriately
- MMB Populates with No Beneficiary on Record if you or the PH do not enter one



Beneficiary Verification Letter

- Mailing in late October to every life insurance policyholder
- Social media/email campaign in early October to let folks know it's coming
- Letter will list current beneficiaries and provide instructions for changing
- If no beneficiary named, will say "No Beneficiary on Record"
- Includes information about what happens when no beneficiary is named
- Includes information about POAs and changing beneficiaries.
- Social media campaign to raise awareness of life insurance and ancillary products
- Currently there are
 - 4,209/86,902 Basic life policies with no beneficiary named
 - 2,151/42,931 Optional life policies with no beneficiary named
- New Change of Beneficiary form coming in October – discard all previous ones



Charleston branch office contact information

One Bridge Place

10 Hale Street, 5th Floor

Charleston, WV 25301

304.344.1222 - 800.203.9515 (toll-free)

MLCharleston@securian.com

Communication materials request website:

<https://web1.lifebenefits.com/lbwcm/pd/peia>



Thank you

This is a summary of plan provisions related to the insurance policy issued by Minnesota Life Insurance Company to West Virginia PEIA. In the event of a conflict between this summary and the policy and/or certificate, the policy and/or certificate shall dictate the insurance provisions, exclusions, all limitations, and terms of coverage. All election or increases are subject to the actively at work requirement of the policy.

Products offered under policy form series 06-30858.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its affiliates.

Securian Financial Group, Inc.
lifebenefits.com

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