

32%

RFP Financials: Grand Total (includes AD&D)

Initial Quotation	MN/ Securian Life	MN/ Securian Life	Aetna	CIGNA	Hartford	MetLife	Reliance Standard	Standard	UNUM	Voya
	In Force	Renewal	Quote	Quote	Quote	Quote	Quote	Quote	Quote	Quote
Basic Life / AD&D	\$73,241	\$106,723	\$146,482	\$106,723	\$119,278	\$87,052	\$173,686	\$98,352	\$103,793	\$79,519
Voluntary Life*	\$391,074	\$508,961	\$413,684	\$528,191	\$519,036	\$484,861	\$681,490	\$516,170	\$521,870	\$473,291
Grand Total	\$464,315	\$615,684	\$560,166	\$634,914	\$638,314	\$571,913	\$855,176	\$614,522	\$625,663	\$552,810
Amount Changed from Current		\$151,369	\$95,851	\$170,599	\$173,999	\$107,598	\$390,861	\$150,207	\$161,348	\$88,495
% Changed from Current		32.6%	20.6%	36.7%	37.5%	23.2%	84.2%	32.4%	34.7%	19.1%
Amount Changed from Renewal		N/A	(\$55,518)	\$19,230	\$22,630	(\$43,771)	\$239,492	(\$1,162)	\$68,392	(\$62,874)
% Changed from Renewal		N/A	(9.0%)	3.1%	3.7%	(7.1%)	38.9%	(0.2%)	12.3%	(10.2%)
Employer Contribution	\$73,241	\$106,723	\$146,482	\$106,723	\$119,278	\$87,052	\$173,686	\$98,352	\$103,793	\$79,519
Employee Contribution	\$391,074	\$508,961	\$413,684	\$528,191	\$519,036	\$484,861	\$681,490	\$516,170	\$521,870	\$473,291

*Premiums include estimated commissions