

Contact: Robert M. Glus, F.S.A.
Conrad Siegel Actuaries
(717) 652-5633
robertglus@conradsiegel.com

Life and AD&D Insurance Continues to be a Prevalent Employee Benefit in Central Pennsylvania.

Harrisburg, PA (June 30, 2010) – According to a recent survey conducted by **Conrad Siegel Actuaries**, a Harrisburg based actuarial and employee benefits consulting firm, 95% of respondents provide life insurance and 83% of respondents provide accidental death & dismemberment (AD&D) insurance to their employees.

2009 Life and AD&D Insurance Survey Highlights

“Life and AD&D Insurance continues to be one of the prevalent employee benefits within employer sponsored benefit packages today and more often than not employers pay 100% of the cost of a basic benefit for their employees.” - Robert M. Glus, F.S.A., partner in charge of the Health and Welfare Consulting Group at **Conrad Siegel Actuaries**.

200 companies of all sizes responded to the Life and AD&D survey. Over one half (62%) come from organizations having greater than 100 employees. The companies that responded to the survey were from many different industry types with the most common being Manufacturing (26%), Finance/Insurance/Real Estate (25%), and Government (18%).

Which type of Insurance does the Company offer to the Employee?

Life		AD&D	
Multiple of Salary	54%	Multiple of Salary	50%
Flat Dollar Amount	39%	Flat Dollar Amount	42%
Flat Dollar and Multiple of Salary	7%	Flat Dollar and Multiple of Salary	8%

What are the most common benefit breakdowns for Life Insurance?

The most common Multiple of Salary Life Insurance benefit is “1x Salary” (40%), followed by “2x Salary” (32%). The most common Flat Dollar Life Insurance benefit provided by companies responding to our survey is “\$50,000 Plus” (35%), followed by “\$20,000 - \$29,000” (27%). AD&D insurance benefit breakdowns generally mimic Life Insurance benefit breakdowns.

What is the monthly cost per \$1,000 of Life Insurance and AD&D for Active Employees?

The greatest single category of respondents (39%) pay less than \$0.15 per \$1,000 benefit for Life Insurance and (49%) pay less than \$0.025 per \$1,000 benefit for Accidental Death & Dismemberment Insurance.

What are the most prevalent Insurance Carriers among Survey Respondents?

Life		AD&D	
Genworth/SunLife	10%	Genworth/SunLife	11%
Fort Dearborn Life	8%	Lincoln Financial Group	7%
Lincoln Financial Group	8%	Standard Insurance	7%
Prudential Life	7%	Fort Dearborn Life	7%
Standard Insurance	7%	Unum	7%
Unum	6%	Prudential Life	6%
Eastern Health and Life	5%	Eastern Health and Life	5%
Principle Life Insurance	5%	Other	50%
Other	4%		

Conrad Siegel Actuaries maintains one of the largest, most comprehensive regional employee benefit databases available today in central Pennsylvania. Through our regional employee benefits survey program and information from current clients, we are able to benchmark the best practices surrounding local employer benefit programs and share this valuable information with you.

Our employee benefit surveys are conducted quarterly and the aggregated results are shared with those organizations who participate to assist them in shaping their own employee benefit programs.

To participate in the **Conrad Siegel Actuaries** Health & Welfare Survey Program, please contact the Benefit Survey Team at benefitsurvey@conradsiegel.com.

2009-2010 Health and Welfare Survey Results Schedule

February '09	Paid Time Off
May '09	Dental
July '09	Life and AD&D Benefits
December '09	Medical and Prescription Drug Benefits
February '10	Disability
April '10	Vision