VEHI Endorses New Life and Disability Partners:

National Insurance Services/Madison National Life

We are writing to annouce that VEHI has recently endorsed for its Life and Disability (Long-Term and Short-Term) Program (Life/LTD/STD) a new partnership with National Insurance Services (NIS)/Madison National Life (MNL). And we are *excited* about it.

The reasons are simple and compelling: first, NIS/MNL has a long, distinguished record serving public school districts, their local unions and school employees. Next, NIS/MNL is offering any Vermont school associated with VEHI and that currently offers a Life, LTD and/or STD benefit (both those in the current VEHI Life and Disability program and those that are not) **a premium savings of 22%** and **up to a four-year rate guarantee effective July 1, 2022 – June 30, 2026.**

Why did VEHI endorse NIS/MNL?

NIS/MNL have been partners for over 36 years, providing public-sector organizations with life and disability insurance and seamless customer service. NIS administers dedicated service, sales, underwriting, contracts, and billing, while MNL assumes the risk and manages the claims. MNL also has a wealth of expertise regarding union-negotiated contracts and benefits, along with a formative understanding of public-sector issues. Over 92% of their business resides with public schools and other public-sector, local government entities, including a new partnership with the **Vermont League Cities and Towns (VLCT)** since 2021.

How soon can a school district transition to NIS/MNL?

You can make the switch as early as July 1 this year.

Schools can also join up later, however, after getting through the pressure cooker of school ending in June or hiring new staff for the fall, and after central offices and local unions learn more about the program. NIS/MNL will guide you through process of enrolling, step by step.

The four-year rate guarantee begins from the date you transition through June 30, 2026.

Do VEHI schools have to drop their current Life/LTD/STD vendor because VEHI endorsed NIS/MNL?

VEHI's endorsement of NIS/MNL does not mean school districts have to leave their current Life/LTD/STD vendor. That is a local decision.

But the premium savings, the four-year rate guarantee, and the services of NIS/MNL make this a very attractive program.

Does VEHI receive compensation for the endorsement?

No. We were offered compensation but declined it. We asked instead that whatever amount would have been paid to VEHI be used instead to increase the discount for schools from 20% to 22%. NIS/MLN was amenable to this. VEHI would rather savings from this program go directly to benefit school districts and their employees.

Will NIS/MNL replicate our Life/LTD/STD benefits as they exist today?

Yes. The 22% savings is based off your current plan design(s).

Will NIS/MNL assign each school a designated customer service representative?

Yes.

What happens next?

Over the next couple of weeks, NIS will be in touch via email regarding how you can transition to this new carrier partnership! Or to learn more, please feel free to reach out directly to Mark Williams at NIS: **mwilliams@nisbenefits.com**, or by phone at: (269) 370-0648 (cell).

Please contact VEHI's Bobby-Jo Salls (**bobbyjo@VSBIT.ORG**), or Mark Hage at Vermont-NEA (**mhage@vtnea.org**) with questions regarding this transition.

This notification has been sent to School Business Officials, Human Resources Professionals, Local Union Officials and Other Health Plan Contacts.

To avoid confusion and to ensure consistency in the delivery of information, when distributing VEHI information do not modify any VEHI communications or attachments.

Please note: For your convenience, all VEHI Communications (sent via Campaign Monitor) can now be found in our archive at **vehi.org/campaign-monitors**.