

VEHI Endorses New Group Term Life and Disability carriers:

National Insurance Services and Madison National Life

VEHI has recently endorsed National Insurance Services (NIS) and Madison National Life Insurance Company (MNL) for its Group Term Life and Disability (Long Term and Short Term) Program (Life/LTD/STD).

The reasons are simple and compelling: first, NIS and MNL have a long, distinguished record serving public school districts, their local unions and school employees. Next, NIS and MNL is offering eligible VEHI member school districts that currently offer a Life, LTD and/or STD benefit (both those in the previously endorsed VEHI Life and Disability program and those that are not) a premium savings of 22% off Employer paid Life, LTD and STD and up to a four-year rate guarantee to be renewed as part of the VEHI block on July 1, 2027.

Why did VEHI endorse NIS and MNL?

NIS and MNL have been partners for over 30 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 learned understanding of public-sector issues. Over 92% of their business resides with public schools and other public-sector, local government entities, including a new experience working with, Vermont League Cities and Towns (VLCT) since 2021.

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

You can make the switch at any time with 60 day's notice.

Schools can also join 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 and MNL will guide you through the process of enrolling, step by step.

The extended rate guarantee begins from the date you transition through June 30, 2027.

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

VEHI's endorsement of NIS and 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 extended rate guarantee, and the services of NIS and MNL make this a very attractive program.

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

Yes. The 22% savings is based off your current plan design(s). MNL will match the current plan within the confines of their forms filed and approved with the state of Vermont.

To be eligible, VEHI schools must meet the size and plan parameters of this offer. Contact VEHI or NIS for more information.

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

Yes.

What happens next?

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 of Vermont NEA (mhage@vtnea.org) with questions regarding this benefit offering.