MEMO# 3074

September 10, 1991

GROUP EMPLOYEE BENEFIT INSURANCE PROGRAM

September 10, 1991 TO: INVESTMENT ADVISER ASSOCIATE MEMBERS NO. 39-91 SMALL FUNDS MEMBERS NO. 10-91 RE: GROUP EMPLOYEE BENEFIT INSURANCE PROGRAM ____ We are now entering our fourth year of the ICI sponsored Benefit Source Trust, an employee benefit program for both members and associate members. A number of Institute members now participate in this program. The Benefit Source Trust offers wide flexibility among the available benefits from which to choose. While the program does not offer packages, it offers carefully designed plans at costs substantially lower than similar plans purchased outside the Trust. Phoenix Mutual Life Insurance Company insures this Trust. The program is offered to firms of all sizes. Groups with fewer than ten (10) employees will need to complete health questionnaires for each enrolling person. But there is a great deal of flexibility with Phoenix, including the availability of self-insurance for firms who qualify. The enclosed brochure summarizes some of the highlights of the Benefit Source Trust. For further information call or mail the postage paid reply card to Hendrickson & Company, Inc., the Institutes's marketing group for the Trust. You will be contacted promptly with complete benefit and cost information allowing you to accurately compare with your present program Donald E. O'Connor Vice President - Operations Enclosure