

MEMO# 3176

October 8, 1991

GROUP EMPLOYEE BENEFIT INSURANCE PROGRAM

October 8, 1991 TO: BROKER/DEALER ASSOCIATE MEMBERS NO. 5-91 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 Institute'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. Barbara Levin, Director Sales Force Marketing and Financial Planning Services Enclosure

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