

June 10, 2020

Sheila Dubs  
Human Resource Manager  
City of Marshall  
344 West Main Street  
Marshall, MN 56258

RE: Insurance Renewal for City of Marshall , Group # 020319  
Long-Term Disability, Madison National Life Insurance Company, Inc.  
Carrier Policy # 0282, NIS Policy # 1546

Dear Ms. Dubs:

The Long-Term Disability Insurance is on a rate guarantee to January 1, 2023. Madison National Life has granted a rate block extension for many clients and I am pleased to inform you that Madison National Life Insurance Company, Inc. has included you in this offering. Your extended renewal rates are as follows:

**Long-Term Disability**

Current Rate	Renewal Rate
\$0.175 Per \$100 of Covered Payroll	\$0.175 Per \$100 of Covered Payroll

**These rates are guaranteed for until January 1, 2026**, assuming no changes to the current benefit structure.

We believe our level of commitment to you is most evident in our ongoing efforts to secure both competitive pricing and extended rate guarantees. We truly appreciate your business and the opportunity to continue negotiating on your behalf.

In return for your commitment to National Insurance Services (NIS), NIS agrees to provide the following:

- Annual Best Practices Service Visit or Call
- Dedicated Account Representative
- Dedicated Client Relations Representative
- Dedicated Billing Representative
- Free Gap Analysis (when requested)
- Compliance with State Bid Laws
- Monitoring Market Conditions

By signing the below, you are acknowledging your commitment to NIS from the date of this letter until January 1, 2026. In pricing the renewal, the claims risk and administrative expenses are spread over the rate guarantee. In exchange for our rate guarantee, you must remain directly contracted with NIS for the duration of the rate guarantee. In the event you cancel prior to the end of the rate guarantee a risk charge in the amount of 1% of annual premium will be assessed for each month remaining on the rate guarantee.

**Corporate Headquarters**  
250 South Executive Drive  
Suite 300  
Brookfield, WI 53005

**Indiana Office**  
9100 Meridian Square  
50 East 91st Street  
Suite 315  
Indianapolis, IN 46240

**Michigan Offices**  
310 East Michigan Avenue  
Suite 503  
Kalamazoo, MI 49007

43120 Utica Road  
Suite 400  
Sterling Heights, MI 48314

120 East Liberty  
Suite 220  
Ann Arbor, MI 48104

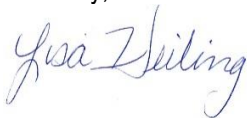
**Minnesota Office**  
14852 Scenic Heights Road  
Suite 210  
Eden Prairie, MN 55344

**Nebraska Office**  
9202 West Dodge Road  
Suite 302  
Omaha, NE 68114

**Pennsylvania Office**  
375 Southpointe Blvd  
Suite 220  
Canonsburg, PA 15317

Please complete the bottom portion and return a copy to National Insurance Services as indication of your acceptance of the renewal. Thank you for your continued business. Please do not hesitate to call me if you have any questions.

Sincerely,



Lisa Heiling  
Account Representative

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The Early Block rate renewal of Group Long-Term Disability Insurance as outlined above is accepted.

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Signature & Title

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Date

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