

September 9, 2019

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 renews January 1, 2020. As discussed, per the results of the recent formal bid conducted for the City, I am pleased to inform you that Madison National Life Insurance Company, Inc. will be retaining the business at a reduced rate and extended rate guarantee. Your renewal rates are as follows:

Long-Term Disability

Current Rate	Renewal Rate eff 1/1/20
\$0.19 Per \$100 of Covered Payroll	\$0.175 Per \$100 of Covered Payroll

These rates are guaranteed for 3 Years until January 1, 2023, 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 reciprocal 3 Year commitment to NIS. 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

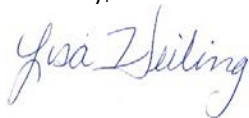
Minnesota Office
14852 Scenic Heights Road
Suite 210
Eden Prairie, MN 55344

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

The January 1, 2020 renewal of Group Long-Term Disability Insurance as outlined above is accepted.

Signature & Title

Date

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