



## Our fax number has changed

Please check all the places you might have stored our fax number and verify that the number shows as:

**(785) 290-0727**

We don't want to miss receiving your fax and using any other number will cause the fax to fail.

## Cost of a funeral

Without a burial plot, fees to open/close the grave, a headstone, flowers or obituary notices, the average funeral service cost

\$8,343<sup>[1]</sup> in 2012 for:

- Metal casket – \$2,395
- Vault – \$1,298
- Basic service fee – \$1,975
- Removal/transfer of remains – \$285
- Use of facilities/staff – \$895
- Preparing the body – \$920
- Use of hearse, service car/van – \$425
- Basic memorial printed package – \$150

<sup>[1]</sup> the National Funeral Directors Assn, NFDA.org, Median Cost of an Adult Casketed Funeral

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## In case of illness or injury

Is the insured employee on FMLA? Disabled? If an employee is **not** actively at work because they are:

- Not able to report to work on a daily basis, or
- Using sick leave to supplement a full (or part-time) work-day to satisfy the minimum hourly requirement, or
- Not working the minimum hours each week (for any reason), then

you may want to contact our office to discuss continuation options.

Your group's policy provides a limited time period for continuation of coverage – and as the policyholder or participating employer, you (the employer) are responsible for seeing the insured gets the conversion paperwork.

It would be a shame for an insured to lose the chance to convert to an individual life policy or to continue coverage at no cost under the Waiver of Premium benefit (must be totally disabled before age 60) – at a time when they most need a life benefit.

Insured employees only have 31 days

after the last day they physically show up to work to convert their coverage unless unable to work due to illness or injury. If an insured is not working because of injury or illness, coverage cannot be extended for more than one year after the insured last actively worked the required hours (in the group application shown in the group's policy and in the employee's certificate of coverage).

## The conversion privilege

The policyholder/participating employer (i.e. your company) is responsible for providing terminated employees with the notice to offer them individual conversion coverage.

Insureds have 31 days after the last day they physically came to work to convert their group life coverage; with limited extensions for illness or injury.

The AICK 12 (Notice of Conversion Privilege) form can be found on our website (under Miscellaneous) at: <http://www.advanceinsurance.com/forms.htm>.



## The reality of loss is universal

Americans by and large aren't saving much money and many households are still mired in debt. Many see the value in life insurance, but less than half have individual life insurance policies<sup>[2]</sup>.

Group life insurance isn't about accumulating wealth. It's about, at the very least, being able to honor a life cut short and doing so in a manner we feel necessary. And, at the most, helping replace the income that has been tragically lost along with the people we care most about.

One third of Americans believe they would feel the financial impact from the loss of a primary wage earner within a month of the wage earner's passing. Half say they would feel the impact within six months. Younger people say they'd feel the impact sooner than older people<sup>[2]</sup>.

<sup>[2]</sup> 2014 Life Insurance Awareness Month, LIMRA

## The leading causes of death in Kansas

Would you be surprised to find out that accidents (unintentional injuries) are fourth on the list of the causes of death in our state? Here are the top ten leading causes of death<sup>[3]</sup> in the state of Kansas, in order of occurrence:

- 1) Cancer (21.2 percent of deaths)
- 2) Heart disease (21.1 percent)
- 3) Chronic lower respiratory diseases (6.6 percent)
- 4) Accidents (5.3 percent)
- 5) Stroke (5.2 percent)
- 6) Alzheimer's disease (2.9 percent)
- 7) Influenza and pneumonia (2.8 percent)
- 8) Diabetes (2.6 percent)
- 9) Kidney disease (2.3 percent)
- 10) Suicide (1.7 percent)

<sup>[3]</sup> CDC/NCHS, National Vital Statistics System, Mortality 2013, LCWK9\_2013

## Reminders:

- Please separate the payment stub (from your premium notice) and return with your payment.
- We prefer that payment is made "as billed" and we will credit your next premium notice for any overages.

## Quick Tips

Tip No. 1 - If you want your billing (or reports) to go to a specific person each time it is mailed, please let us know. We can add an "Attention:" line to our system to direct mailings to the person you designate.

Tip No. 2 - If your group provides Short Term Disability (STD) coverage, a good time to submit a claim for disability due to maternity is as soon after delivery of the child as possible.

Tip No. 3 - If your group provides Long Term Disability (LTD) coverage, a good time to submit an LTD claim is before the employee's elimination period for that disability (to be covered) is fully served.

## RESOURCES

- 1) your group's policy;
- 2) your Policyholder Rep at AICK (the name is on your premium billing); or,
- 3) the Group Administrator's Manual - the most recent version is on our website at [www.advanceinsurance.com](http://www.advanceinsurance.com)