
Colonial Voluntary Benefits SM

Who we are

- In business more than 75 years
- Consistently strong industry ratings and long-term profitable growth
- More than $1.7 billion in in-force premium
- Serve more than 95,000 companies and organizations
- Provide coverage for more than 4.5 million policyholders and dependents
- Over 60 years of experience in public sector and 14 percent market share, excluding federal government

Our value proposition

SIMPLE

MODERN

PERSONAL

All statistics/financial figures used represent national numbers.

What our customers say

Brokers, employers and employees rank our company high

Brokers[1]

- 91% are likely to recommend our company
- 92% say we're competitively priced

Employers[2]

- 94% intend to continue offering our products

Employees[3,4]

- 95% of customers are satisfied with our overall handling of their claim
- 93% of employees are satisfied with their benefits counselor

1 Versta Research, *2014 Unum/Colonial Life Broker Loyalty Study,* 2015
2 Harris Insights & Analytics, 2017 Plan Administrator Satisfaction Survey, 2018
3 Market Decisions, 2018 Colonial Life Voluntary Benefits Claimant Satisfaction Research, 2019
4 Colonial Life internal data, 2017

Single source partner

Products, service and enrollment







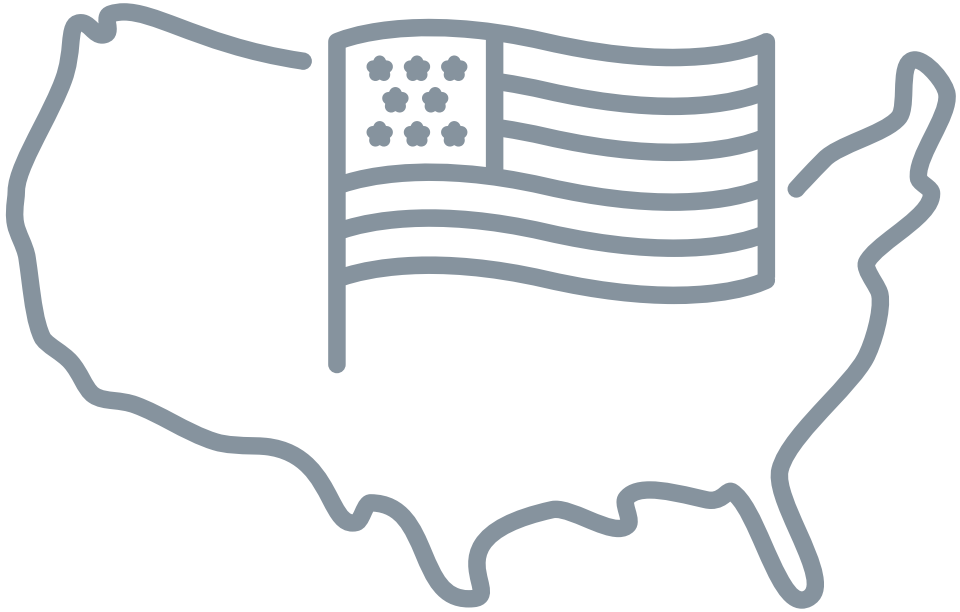
INSURANCE CARRIER

Group and individual voluntary insurance products

ENROLLMENT PROVIDER

Benefit enrollment technology and education

National enrollment provider



EVERY YEAR WE ENROLL				
$4 billion in premium	$10 core	FOR EVERY	$1 voluntary	core benefits for 25,000 clients

All statistics/financial figures used represent national numbers.

Colonial Life internal data, 2016

Colonial Voluntary Benefits

Our enrollment promise

We educate and enroll employees in all their benefits, all year round, wherever they are.



IN PERSON



ON THE PHONE



ONLINE

Enrollment options to fit your needs and drive engagement

Need a system? We've got one.

Have a system? We're connected.

ALL BENEFITS	YEAR-ROUND ENROLLMENT & BENEFIT COMMUNICATIONS AND SCHEDULING	SECURE DATA	ENROLLMENT REPORTING
			

Enrollment solutions to fit your budget and needs

Simple Ben Admin	Standard Ben Admin	Customized Ben Admin
■ Small-mid case ■ Short case setup windows ■ Focused on open enrollment ■ Often no existing enrollment tech in place	■ Small-mid case ■ Pre-defined products, capabilities ■ Existing enrollment tech possible	■ Large case ■ Unique user experience ■ Product complexity ■ Custom rating ■ Often existing enrollment tech

We connect with over 50 enrollment and ben admin technologies.

Value-added programs

Complimentary programs

Wellness discounts
Medical, dental and prescription discounts and other services
Delivered through WellCard

Financial education
Coaching and instruction over the phone, online or face-to-face
Delivered through KOFE

Guaranteed issue
Coverage made available without health questions
Delivered through The Paul Revere Life Insurance Company

Benefits education website
Customized for accounts of 50 employees or more
Delivered through The Paul Revere Life Insurance Company

Requirements:

For new and existing accounts of any size with at least two of our employee-paid products.

Some programs not available in some states. Terms and availability of these programs are subject to change.
Colonial Voluntary Benefits is a trademark and marketing brand of The Paul Revere Life Insurance Company.

Employer solutions

Our customized products, programs and enrollment services can help improve employee recruitment and retention, reduce employer costs and save time



COST MANAGEMENT



HR AND ADMINISTRATIVE SAVINGS



BENEFITS COMMUNICATION & EDUCATION



EMPLOYEE RECRUITMENT & RETENTION

Public sector expertise

Market expertise

41 state governments
5,000 local governments
3,000 educational entities

Strategic partnerships

Thought leadership
Best practices
Local events

Public sector specialists

Public sector strategic partnerships

We help educate members on voluntary benefits and cost-saving solutions

Sourcewell
Formerly NJPA
Awarded Contract

GOVERNING
INSTITUTE

IPMA-HR
INTERNATIONAL PUBLIC MANAGEMENT
ASSOCIATION for HUMAN RESOURCES

NFBPA

NATIONAL
LEAGUE
of CITIES

Large case expertise

17% market share[1]

1 in 7

Approx. number of employers with over 500 lives that have Colonial Life products[1]

20 years

Average tenure of large case accounts

7,000

Locations enrolled annually

6,000+

Benefit counselors nationwide, 850 large case certified

All statistics/financial figures used represent national numbers.

1 U.S. Census Bureau, Colonial Life internal data, 2018

Colonial Voluntary Benefits

Product portfolio



ACCIDENT



DENTAL



DISABILITY



LIFE



SPECIAL RISK



SUPPLEMENTAL HEALTH

- Designed to help offset medical costs
- Employee and employer-paid options
- Simplified claims filing process
- Next-day claim payments[1]
- Simplified underwriting and guaranteed issue available
- Group and individual product rate stability[2]
- Group and individual on same platform
- Portable at original issue date

1 Colonial Life internal claims data as of year end 2017
2 Group products may adjust at renewal

Colonial Voluntary Benefits

Product portfolio

	Support employers' health care offering				Financial protection	
	Accident	**Supplemental Health**	**Specified Disease**	**Dental**	**Disability**	**Life**
	Benefits for unexpected injuries	**Lump-sum hospital confinement**	**Treatment and recovery from serious illness**	**Preventive and major dental coverage**	**Income protection**	**Family financial protection**
Individual products	Individual Accident	Individual Medical Bridge℠	Specified Disease for Individual Critical Illness Specified Disease for Individual Cancer	Individual Dental PPO Individual Dental Fee Schedule	Individual Short-Term Disability	Term Life Endowment at Age 100
Group products	Group Accident	Group Medical Bridge℠	Group Critical Care		Group Disability	Group Term Life

Voluntary benefits are just the beginning



Enrollment support



Cost savings



Enrollment technology

Colonial Voluntary Benefits + You



Benefits communication



Voluntary benefits



Employee programs



Colonial-PaulRevere.com

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Insurance products are underwritten by The Paul Revere Life Insurance Company, Worcester, MA, and administered by Colonial Life & Accident Insurance Company.
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