



Central States Health & Life Co. of Omaha

We are pleased to announce that Central States Indemnity Co. of Omaha (CSI) and Central States Health & Life Co. of Omaha (CSO) have entered into a Business Purchase Agreement regarding the established Medicare Supplement business of CSI and CSI Life. CSO assumed the ongoing management of the CSI and CSI Life policies in force effective May 1, 2018 and the reinsurance of the policies effective January 1, 2018.

Policyholders' coverage will not change and the plans will continue to be CSI and CSI Life policies but managed by CSO. In addition, CSO is in the process of filing new Medicare Supplement plans of coverage that are targeted to launch in the first quarter of 2019.

About CSO

CSO is a mutually owned insurance company with an AM Best Rating of A- (Excellent)*. A solid history of successful business practice has provided CSO with an exceptionally strong financial base with CSO's retained earnings exceeding \$225,000,000.

CSO currently specializes in the debt protection market but its history includes life and health products including Medicare Supplement plans. CSO has been looking to diversify and the opportunity to acquire the CSI / CSI Life book of Medicare Supplement business allows CSO to quickly enter the market and bring more product and opportunities for brokers in the senior markets.

From Richard T. Kizer, Chairman and T. Edward Kizer, President of CSO.

"We are excited to get back into the Medicare Supplement market. We have staff on hand with many years of experience in this market and this business aligns perfectly with our mutual insurance company directives. We hope to bring more senior market products to market as well and expand the opportunities for the agents that represent us."

"Going forward, our plans include utilizing AIMC as our marketing partner and IAS as our administration partner. And, we look forward to working with the marketing organizations and many agents that helped build a substantial book of business in a relatively short period of time."

To Agents marketing CSI and CSI Medicare Supplement policies, please continue to access needed information via AIMC, IAS and/or CSI's websites.

*A.M. Best's Financial Strength Rating is an independent opinion of an insurer's financial strength and ability to meet ongoing obligations to policyholders. For the latest rating, access www.ambest.com.