



CONTACT

Kay Spalding
Executive Director, Marketing

Amalgamated Life Insurance Company
333 Westchester Avenue
White Plains, NY 10604
T: 914 367 5826 F: 914 367 2826

kspalding@amalgamatedlife.com
amalgamatedlife.com

PRESS RELEASE

Amalgamated Life Insurance Company Launches Worksite Division – Responding to Increased Demand for Worksite/Voluntary Insurance Products

White Plains, NY . . . June 1, 2015

Amalgamated Life Insurance Company (White Plains, NY), a leading provider of insurance solutions including group life, disability, voluntary products and medical stop loss, announced the creation of a dedicated business unit to market its full line of worksite insurance products. The announcement comes at a time when demand is way up for its worksite insurance products which include, Term Life, Whole Life, Individual Short-Term Disability, Critical Illness, Accident, Dental, Vision, AD&D and Legal. Amalgamated Life is marketing its worksite insurance products both through its nationwide broker network and direct to employers and unions.

Citing recent industry surveys illustrating growing interest in voluntary benefits, Amalgamated Life Executive Vice President, Sales and Marketing John Thornton said, “While we’ve had a selection of worksite insurance solutions for some time, over the past two years, we have expanded our line considerably. More recently, we recognized that to best meet growing demand, it was important to establish a distinct division with additional staff experienced in the worksite benefits.” Thornton noted that in the past six months, the Company has added several new staff members in key territories across the country to market its worksite/voluntary insurance products.

According to a recent survey conducted by the Eastbridge Consulting Group, Inc. (Avon, CT), 14% of the survey respondents indicated they were considering adding a new voluntary benefit to their employee offerings, 17% were thinking about transitioning some existing benefits to voluntary and another 12% were considering adding new partially employer-funded benefits. A LIMRA study also illustrated increased interest in worksite/voluntary products. It found that 15% of employers were either “very” or “extremely likely” to add a new voluntary benefit over the next couple of years and an estimated 25% were “somewhat likely.”

Thornton continued, “Employers are starting to recognize that worksite benefits have value that goes beyond giving their employees greater peace of mind and financial security. They also help a business demonstrate that it cares about its workforce; both important to boosting employee morale, productivity and retention rates.” He added that among the most popular worksite insurance products are vision and dental insurances, followed by short-term and long-term disability. Critical illness and accident insurance also are gaining.

More about Amalgamated Life Insurance Company

Amalgamated Life is a leading provider of comprehensive insurance solutions. Founded in 1943, Amalgamated life has a long history of serving diverse businesses, unions, and health and welfare funds. In 2014, the Company earned its 40th consecutive “A” (Excellent) Rating from A.M. Best Company. Amalgamated Life is a member of the Amalgamated Family of Companies which include: Amalgamated Agency, a property and casualty brokerage; AliCare, a third-party administrator; AliCare Medical Management, a medical care management firm; AliComp, a mainframe outsourcing and Information Technology solutions provider; and AliGraphics, a full-service printing and mailing company. For more information, visit: www.amalgamatedlife.com.