

Important Announcement from EDGE

If you attended the Edge Benefits recent product webinar on Business Overhead Expense Benefit, you know about this innovation. For those of you who missed it or have yet to participate, [Good News](#).

July 1st, 2018 is the launch date for the new, improved Business Overhead Expense Benefit Plan.

NEW

- The Business Overhead Expense Benefit is extended from 12 times the benefit amount to 24 times the benefit amount

Improved

- The price for the Injury Business Overhead is significantly reduced
- Old rate Class A \$2/100 Benefit
- New rate Class A \$1.183/100 Benefit

Your existing BOE clients will shortly receive a letter from EDGE advising them of the change to contract.

Injury Business Overhead Expense is cheaper for a greater benefit amount. The payout method remains unchanged.

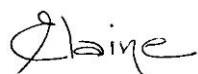
Illness Business Overhead Expense has also undergone a significant change. Rates are now age and gender specific in addition, by occupation class.

Clients who are under 40 years of age will enjoy lower rates; clients over 40 will pay more for the benefit than the previous version of BOE.

When you are creating a benefit program for clients to protect income and cover expenses to preserve their business, remember the premiums are an expense to the business and the BOE is revenue neutral; virtually creating "tax free" benefits that can more than double income when needed most.

Business owners **love** to charge expenses to the business while enjoying the benefit personally!

Let's talk!

A handwritten signature in black ink that reads "Elaine".