

# AIA Trust



Insurance & Financial Programs for  
AIA Members & Components

May 26, 2010

Rick Cyman, AIA  
President AIA Middle PA  
5700 6th Avenue  
Altoona, PA 16602

Dear Rick:

The AIA Trust has an exciting new opportunity for your members - *a comprehensive and competitive health insurance program available exclusively to AIA employee groups.*

One of the most frequently requested member benefits is access to affordable group health insurance. For the last several years, the AIA Trust has been working to identify a comprehensive and competitive health insurance program for AIA members. This effort has been complicated by Federal and state regulations that make it extremely difficult for the AIA Trust to develop a national solution. However, the Trust is now offering group health insurance plans with flexible benefit options and groups with at least two employees are eligible to apply.

The AIA Trust recently identified Trustmark Life Insurance Company, an A- rated insurance company, which has been offering association members healthcare benefits for more than 50 years. They offer flexible plan choices including PPO and consumer-directed plans, as well as options such as health savings accounts and pharmacy benefits. In addition, Trustmark is known for excellent customer service.

Trustmark plans may not be available in some states depending on state insurance regulations. Because some state regulations make offering the Trustmark plans not feasible, we are only contacting the members and components in those states where Trustmark is currently able to offer competitive plans. As regulations change, Trustmark may be able to offer competitive plans in more states. For members in states where Trustmark cannot offer competitive plans, they may contact [healthinsurance.com](http://healthinsurance.com) via the AIA Trust website, [www.TheAIATrust.com](http://www.TheAIATrust.com) for competitive quotes.

It would be extremely helpful to your members to have a link to the AIA Trust website and even place a link about the Trustmark program on your component website so that your members can easily find information about the program. Wider member participation may result in better plan experience – which in turn will help lower overall insurance costs for all participating members.

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In addition, distributing information about the program to your eligible members – such as publicizing the web link, sending out an email announcement, mentioning the program at component meetings, distributing literature, and running an ad or blurb in your component publication would be most helpful to getting the word out about this available benefit.

The health insurance crisis is daunting – and ever-changing. There may be significant changes in the national healthcare arena in the coming year or so. Participation in the Trustmark plans will be assessed over a two-year period. Assuming there is significant participation, the AIA Trust will aim to cultivate premium savings for participating members based on good plan experience.

We hope that you are interested in helping us to offer this health insurance alternative to your members. Please feel free to call Ann Casso, AIA Trust Executive Director, at 202-626-7567 if she may answer any questions you may have or put you in touch with a Trustmark representative.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Lawrence R. Livergood". The signature is fluid and cursive, with a large loop at the end.

Lawrence R. Livergood, AIA  
2010 AIA Trust Chair