



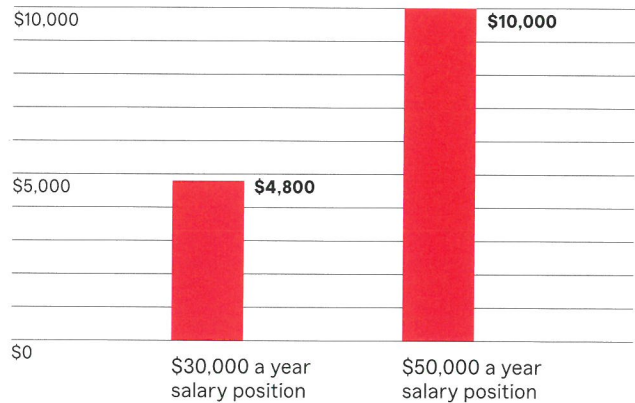
Protecting your employees can help your business, too.

Reducing employee turnover saves you money. The costs associated with recruiting, interviewing and training new employees can be significant. In addition, the loss of experienced personnel could impact the bottom line in many ways, such as exit costs, lost productivity and potential customer dissatisfaction.

Every employee you lose can cost you thousands of dollars. For example, some reports the average costs to replace an employee are:

- One to two times an employee's annual salary
- \$1,500 for an hourly worker
- 100% to 150% of an employee's yearly salary for technical positions¹

Average employee replacement costs



Provide your employees with benefits for life.

Retaining good employees starts with providing them with good benefits. Start by considering Group Life insurance from State Farm Life Insurance Company or State Farm Life and Accident Assurance Company (residents of NY & WI only).

It's an economical way to give your staff a valued benefit, and help give your business a distinct advantage over your competitors.

Create a plan that meets your specific needs and budget.

Since no two businesses are the same, you get options with State Farm® Group Life insurance. Choose between two plan offerings:

- Non contributory plan — paid for entirely by the employer
- Contributory plan — employees share in the plan cost

Whichever plan you choose, your employees have the right to name beneficiaries and change these at any time. And death benefits are generally income tax-free to the beneficiary.

Plus, if employment is terminated, employees have conversion privileges under certain circumstances, as described in the policy.

As an added benefit, Waiver of Premium for Disability coverage is included at no extra cost. This helps preserve an employee's coverage at a time when income may be limited because of a disability.

You can also add these optional coverages, at additional premiums:

- Accidental Death, Dismemberment and Loss of Sight insurance
- Spouse and dependent child coverage (eligibility requirements may apply)

Whatever type of plan you create, your premiums may be tax deductible, which benefits your bottom line. And State Farm can establish a plan for employee groups of five or more in states except Massachusetts, Rhode Island and New York.

Let's talk about protecting your most valuable assets — your employees.

To get started, you and I will work together to gather some information about your business and your objectives for a Group Life plan. Based on the information, State Farm will prepare a proposal for you to consider.

Rest assured, you're under absolutely no obligation.

For more information about State Farm Group Life insurance, you can also visit statefarm.com®.



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Providing Insurance and Financial Services

¹ peoplekeep.com: Employee Retention-The Real Cost of Losing an Employee, December 21, 2023.

Neither State Farm nor its agents provide tax or legal advice.

Each State Farm insurer has sole financial responsibility for its own products.

State Farm Life Insurance Company (Not licensed in MA, NY or WI)
State Farm Life and Accident Assurance Company (Licensed in NY & WI)
Bloomington, IL

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This document contains only a general description of coverages and is not a contract. Details of coverage limits may vary in some states. All coverages are subject to the terms, provisions, exclusions, and conditions in the policy itself and in any endorsements.