


# BOLI Vendor Selection Checklist

Vendor Criteria as Outlined in OCC Bulletin 2004-56 (along with related considerations)	Vendor A  
Ability to honor long-term commitments <b>Considerations:</b> Number of employees, years in business, in-house administration vs. outsourcing	The firm is composed of accountants, attorneys, benefit specialists, and regulatory experts. A private company that has been in the executive benefits business for over twenty years, customized in house administration and trend setting post purchase service differentiate EBN from other competitors.
Adequacy of vendor's services <b>Considerations:</b> Number of products, expertise of consultants, level of service provided	EBN has access to multiple carriers that specialize in BOLI. Products include separate account and general account selections. Customized service from pre-purchase analysis to post purchase compliance. EBN treats each client with respect and care in the entire BOLI process. Has proprietary access to Northwestern Mutual products which other competitors do not have.
Adequacy of vendor's reputation <b>Considerations:</b> Market share, endorsements, client satisfaction	EBN has authored numerous articles in national magazines and maintains an excellent reputation in the marketplace. EBN has secured the endorsement of the Bankers Bank of Kansas and is currently pursuing other state-wide endorsements.
Adequacy of vendor's experience <b>Considerations:</b> Number of policies placed, experience working with different product types	Experience with general account portfolio rate products as well as new money rate products and separate account. EBN services hundreds of policies annually. MEC and non-MEC placements available upon the specific laws and regulations in each particular state. Monthly regulatory updates provided through a customized banking network forum.
Adequacy of vendor's financial soundness <b>Considerations:</b> Public or private company, financial audits available	Privately held company with succession programs in place for top management. Low overhead and conservative fiscal approach assures that the client's best interest is served. Not driven by quarterly earnings or inside pressure from insurance company ownership.
Commitment to the BOLI Product <b>Considerations:</b> Number of years in business. Resources dedicated to supporting BOLI function	Banking practice is the sole focus of EBN. All employees have specialized focus and knowledge in service, regulations, accounting, law, or reporting. Education of the client to understand the differences in product design and safety. Focused on the long-term commitment to service. Strong relationships with carriers that treat all customers fairly and equally. EBN has no contingency fee arrangements with carriers and has no outside insurance company ownership to influence the placement of products.
Commitment to investing in operational infrastructure necessary to support BOLI <b>Considerations:</b> Financial investment, proprietary systems, in-house administration	EBN has proprietary administration platform that has been reviewed by the regulatory experts and approved for use. Carrier software has been integrated with administration services to provide daily reporting. EBN uses Crystal Ball modeling in their trademark BOLI Risk Analysis Modeling program. Exclusive password protected online Client access to plan information available anytime.
Ability to adequately identify and explain risks as well as benefits related to the BOLI purchase <b>Considerations:</b> Employee-consultant model vs. independent salespeople, number of products or carriers represented by the vendor	EBN earns revenues by fees and commissions and discloses both to clients in advance of purchase decisions. Employee-consultants that earn bonus compensation by placing products with contingency fees or higher commissions are misleading as to what is in the best interest of the client and confuse the marketplace in the decision making process. EBN takes special steps to have all compensation and service agreements known in advance of any purchase by bank clients. EBN maintains close ties with state and federal regulatory agencies.