



**ASSURANT**  
Health

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[Name]  
[Address]  
[City], [State] [Zip]

June 10, 2010

Dear [Name]:

As you are well aware, the Patient Protection and Affordable Care Act was signed into law on March 23, 2010. Assurant Health's position throughout the debate on health insurance reform has remained constant: consumers should have the benefit of an agent or broker to guide them. Agents and brokers provide personal service and timely, objective information during a complex transaction. Assurant Health remains committed to supporting the value you bring to our customers.

The most significant requirement of the Act is that individual health insurance coverage must comply with an 80% minimum loss ratio (MLR) as of January 1, 2011. We are waiting for guidance regarding the specifics on calculation of the MLR, but we are already aware that we will need to make changes in the compensation we pay to our sales partners.

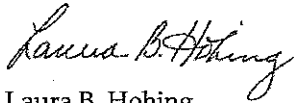
In order to comply with the 80% MLR and continue to meet the needs of our agent partners and our customers, the following changes to your Sales Agreement are necessary:

- As of July 10, 2010, we will limit the annualization advance of first year commission at the producing agent level to a maximum of \$300 per policy. This limit will apply on both individual medical and Assurant Affordable Health Access plans. We expect this limit to be temporary and will communicate our 2011 annualization policy this fall.
- For new individual major medical business effective on or after July 10, 2010, we reserve the right to adjust first year and renewal commission as of January 1, 2011. Current compensation levels will remain the same for the remainder of 2010. There is no change in compensation to policies effective before July 10, 2010. We will communicate our new 2011 commission schedule no later than December 1, 2010.
- There is no change to commission levels for Short Term Medical or Small Group plans.

This correspondence serves as an official amendment to your Sales Agreement and the Commission Annualization Addendum with Time Insurance Company. These changes will go into effect on July 10, 2010. All other terms and conditions of your Sales Agreement remain in full force and effect.

We appreciate the key role agents have played in our long term success and are committed to continuing that legacy. We are confident our core strengths of adaption and innovation will enable us to transform our business in the post-reform landscape. We are dedicated to bringing you new products in the coming months to meet your current and future clients' needs, and to providing opportunities for your business with new markets going forward.

Sincerely,



Laura B. Hohing  
Senior Vice President, Executive Sales Officer  
Assurant Health