

# STATEMENT OF FINANCIAL AND FRATERNAL POSITION

By Julie Jagoda, National Treasurer



Woman's Life Chapter 820 Michigan

Our mission at Woman's Life Insurance Society is to prepare women for a secure financial future for themselves and their families through the sale of life insurance and annuity products and to support their community outreach. This mission has been expressed in different ways over the years, but the goal has remained the same. The current global pandemic has brought hardships to many and highlighted the importance of protecting financial security and need for community outreach and support. Woman's Life's part in securing the financial future of our members begins with the sale of our financial products and is ultimately fulfilled through the payment of certificate benefits; Woman's Life is proud to have paid benefits of more than \$13.3 million last year alone. Additionally, despite various constraints due to the pandemic, our active members, through their Woman's Life chapters,

“WOMAN'S LIFE IS PROUD TO ASSIST MEMBERS AS THEY BUILD FINANCIAL SECURITY WHILE ALSO SUPPORTING THEIR OUTREACH EFFORTS. IT HAS ALWAYS BEEN THROUGH OUR CONTINUED FINANCIAL STRENGTH THAT WE HAVE BEEN ABLE TO PARTNER WITH OUR MEMBERS IN THESE WAYS.”

*Julie Jagoda*

contributed \$397,020 and devoted 27,303 hours to causes, whether national or local, that they are passionate about. In 2020, many chapters also found new and creative ways to support the Woman's Life National Cause, providing significant assistance to

the hungry and homeless in their communities.

Woman's Life is proud to assist members as they build financial security while also supporting their outreach efforts. It has always been through our continued financial strength that we have been able to partner with our members in these ways. It is also this financial strength that reassures members at the time of their purchase of a life insurance or annuity product that we will be here to pay the proceeds and provide financial security when the time comes. The sale of these financial products enables Woman's Life to provide the financial support programs that are available to Woman's Life Chapters to support their community outreach.

Society assets of \$201,104,800 in 2020 are largely made up of bonds. The Society reported bonds of \$188,661,491 at year-end, which were 93.8% of total assets. Woman's Life continues its history of maintaining a conservative portfolio, with 97.6% of the bonds rated as investment grade. We maintain these conservative investment practices for the protection of our members. The second largest asset held at year end was contract loans. Contract loans were reported at \$4,731,280 and made up approximately 2.4% of the total assets at year-end.

Liabilities as of Dec. 31, 2020, were \$189,742,910. These liabilities are largely made up of the reserves being held to pay future policyholder claims. These

## MUCH TO BE PROUD OF

- ▶ Chapter members contributed **\$397,020** to worthy causes and devoted more than **27,303 hours** to community service
- ▶ Woman's Life paid **\$13.3 million** in certificate benefits
- ▶ Solvency ratio remains comparable to the 25 leading insurance companies

reserves are established when a member purchases a financial product and are adjusted annually based on mortality tables and the present value of the expected future payments based on the contracts. The established reserves were \$172,875,331 at the end of the year and made up 91.1% of total liabilities.

Woman's Life reported a net loss of \$3,228,494 for 2020. A decline in interest rates impacted this loss as \$2,000,000 of additional certificate reserves were established to offset the decline in interest rates. On the revenue side, there was a decrease in premiums of about 1% in 2020. While life premiums declined 3.2%, there was a 1% increase of annuity premiums. Woman's Life saw a momentary pause in sales activity at the beginning of the

pandemic as stay-home orders were established across the country. Our home office staff and independent agents quickly adjusted and began to meet with and assist members and potential members through virtual channels to ensure their financial needs were met. The combination of these factors resulted in the overall loss for the year.

Woman's Life's surplus was reduced by \$4,399,332 due to the reported net loss and adjustments to the liabilities for the employee and retiree health and welfare plans. The \$944,550 increase in those liabilities were mainly the result of the decline in interest rates.

Even with the net loss and reduction in surplus, Woman's Life's financial position remains strong when compared to our peers and other leading life insurance companies. Our surplus represents the amount of assets in excess of liabilities as of the balance sheet date. As of Dec. 31, 2020, Woman's Life reported total surplus of \$11,361,890. That number by itself may not mean much; our position of strength is more clearly demonstrated when using key ratios to compare its financials to the average of 25 of the leading life insurance companies. For example, Woman's Life's solvency ratio, which represents the amount of assets for each \$100 of liabilities, as of Dec. 31, 2020, was \$105.99. Compare this to the average for those 25 leading companies for 2019 of \$106.10.

Overall, Woman's Life is proud of its history of both financial stability and supporting causes in local communities through active members. As we reflect on the past year, we are encouraged by what was accomplished, and we look forward to what the future holds.



Woman's Life Club 11 Michigan

## Statement of Financial Position

As of December 31, 2020 and 2019

	2020	2019
<b>ASSETS:</b>		
Bonds . . . . .	\$ 188,661,491	\$ 191,915,214
Real estate . . . . .	204,359	225,311
Certificate loans . . . . .	4,731,280	5,057,452
Cash and short-term investments . . . . .	3,456,203	2,110,982
Other assets . . . . .	4,051,467	4,149,954
<b>TOTAL ASSETS</b> . . . . .	<u>\$ 201,104,800</u>	<u>\$ 203,458,913</u>
<b>LIABILITIES:</b>		
Certificate reserves . . . . .	\$ 172,875,331	\$ 172,166,954
Liability for deposit-type contracts . . . . .	3,796,011	3,844,053
Claims in process of payment . . . . .	2,240,928	1,418,469
Dividends payable next year . . . . .	222,397	331,054
Interest maintenance reserve . . . . .	1,388,877	1,582,459
General expenses due or accrued . . . . .	231,634	299,326
Asset valuation reserve . . . . .	1,166,082	1,044,427
Other liabilities . . . . .	7,821,650	7,010,950
<b>TOTAL LIABILITIES</b> . . . . .	<u>\$ 189,742,910</u>	<u>\$ 187,697,692</u>
<b>SURPLUS:</b>		
Unassigned funds . . . . .	11,361,890	15,761,222
<b>TOTAL SURPLUS</b> . . . . .	<u>\$ 11,361,890</u>	<u>\$ 15,761,222</u>
<b>TOTAL LIABILITIES AND SURPLUS</b> . . . . .	<u>\$ 201,104,800</u>	<u>\$ 203,458,914</u>

Securities are valued in accordance with the rules and regulations of the National Association of Insurance Commissioners.

## Summary of Operations

For the years ended December 31, 2020 and 2019

	2020	2019
<b>REVENUES:</b>		
Premiums . . . . .	\$ 7,573,411	\$ 7,639,053
Net investment income . . . . .	8,704,140	9,187,325
Other income . . . . .	278,344	361,035
<b>TOTAL REVENUES</b> . . . . .	<u>\$ 16,555,895</u>	<u>\$ 17,187,413</u>
<b>BENEFITS AND EXPENSES:</b>		
Death benefits . . . . .	\$ 3,595,535	\$ 3,284,361
Annuity benefits . . . . .	4,120,977	2,311,755
Other insurance benefits . . . . .	5,750,919	6,492,546
Increase (Decrease) in certificate reserves . . . . .	708,380	929,811
Insurance expenses and taxes . . . . .	4,421,552	4,812,959
Fraternal expenses . . . . .	990,641	1,282,384
<b>TOTAL BENEFITS AND EXPENSES</b> . . . . .	<u>\$ 19,588,004</u>	<u>\$ 19,113,816</u>
<b>NET LOSS FROM OPERATIONS BEFORE DIVIDENDS TO MEMBERS</b> . . . . .	(\$ 3,032,109)	(\$ 1,926,404)
Dividends to members . . . . .	196,177	336,376
<b>NET LOSS FROM OPERATIONS BEFORE NET REALIZED CAPITAL LOSSES</b> . . . . .	<u>(\$ 3,228,286)</u>	<u>(\$ 2,262,780)</u>
<b>NET REALIZED CAPITAL (LOSSES) GAINS</b> . . . . .	(208)	(41,826)
<b>NET (LOSS)</b> . . . . .	<u>(\$ 3,228,494)</u>	<u>(\$ 2,304,605)</u>

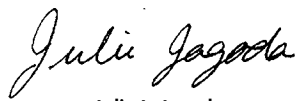
# Valuation Report

As of December 31, 2020 and 2019

ADMITTED ASSETS:	2020	2019
Assets available for payment of		
all legal liabilities .....	\$ 189,742,910	\$ 187,697,691
Unassigned funds .....	<u>11,361,890</u>	<u>15,761,222</u>
<b>TOTAL ADMITTED ASSETS</b> .....	<b><u>\$ 201,104,800</u></b>	<b><u>\$ 203,458,913</u></b>
<b>LIABILITIES:</b>		
Certificate reserves for all benefits .....	\$ 172,875,331	\$ 172,166,954
Claim reserves .....	2,240,928	1,418,469
All other liabilities .....	<u>14,626,651</u>	<u>14,112,269</u>
<b>TOTAL LIABILITIES</b> .....	<b><u>\$ 189,742,910</u></b>	<b><u>\$ 187,697,692</u></b>
<b>RATIO OF SOLVENCY</b> .....	106%	108%

**STATE OF MICHIGAN )  
COUNTY OF ST. CLAIR)**

Julie L. Jagoda, being duly sworn, deposes and says that she is the National Treasurer who prepared the foregoing financial statements concerning the financial condition of Woman's Life Insurance Society as of December 31, 2020 and 2019, and that the same is correct and true to the best of her information, knowledge and belief,



**Julie L. Jagoda**

Subscribed and sworn to  
before me this 26th day of March, 2021.



**Melissa LaPrairie**

Notary Public, St. Clair County

My commission expires September 20, 2023

## Privacy Notice

**W**oman's Life Insurance Society values your business. We also value the trust that you have placed in us. We strongly believe in protecting the confidentiality and the security of the information that we collect about you. The following is an outline of our privacy policy.

**WE DO NOT:**

- Disclose personal, non-public information about you to anyone, except as permitted or required by law.
- Share medical information or motor vehicle reports for marketing purposes.
- Sell customer lists or information.

**WE DO:**

- Restrict access to non-public personal information about you to employees who have a need for such information to provide products or service to you.
- Use physical, electronic, and procedural safeguards that comply with state and federal laws to protect all the private information we receive.

We collect information about a person who applies for or obtains products or services from

us. We also collect this information to: help us serve that person's financial needs; provide customer service; offer new products or services; and fulfill any legal and regulatory requirements we must meet.

The type of information we collect varies according to the products or services you request. It may include information that is:

- On your application for membership or a product or service and on any related forms (items such as your name, address, social security number, assets, and income).
- About your relationship with us (such as products or services that are purchased, account balances, and payment history).
- From non-affiliated third parties with which you have dealt (third parties such as other insurers).
- From other outside sources (such as consumer reports, motor vehicle reports, medical information, and demographic information).
- From visitors to the Woman's Life websites (such as information provided by you through email, online forms, and site visitor data).

We use this information for business purposes only. These purposes include: assessing requests that are made for insurance and other services we offer; the administration of our products; and the processing of transactions and claims.

Woman's Life makes disclosures to affiliated and non-affiliated third parties only as permitted by law. This includes disclosures that are needed to underwrite, issue, or maintain your policy or for customer service. We may make disclosures to other financial institutions with which we have joint marketing agreements. We do that in order to provide a better range of benefits to our members. We provide information regarding your membership status to your local Woman's Life chapter.

When non-public personal information is no longer required, under our record retention procedures, it is destroyed in a secure manner. This includes information in hard copy or electronic media format.

Our goal is to keep the information you have on file with us accurate and up-to-date. Please contact our home office should there be an address change or other information that requires revision.

Please refer to our website: **www.womanslife.org/legal/privacy-policy/** for further information and complete details including information relating to privacy notices required by law in specific states in which Woman's Life conducts business. Please review the online privacy policy routinely as it may change, at any time, at the sole discretion of Woman's Life.

*(Effective date March 16, 2021)*