

Elected Officers

Richard T. Kizer
Chairman

T. Edward Kizer
President

Jaime M. Amodeo
Vice President,
Chief Investment Officer

David W. Dibben
Vice President,
Chief Information Officer

William S. Dmytriw
Vice President,
National Sales Director

Patrice A. Honz, CEBS
Vice President,
Human Resources - Marketing Services

Matthew B. Kizer
Vice President,
National Sales Director

Kelly JC Koch
Vice President,
New Business & Product Development

Richard T. Magsam
Vice President,
Treasurer & Controller

Jacquelyn C. McCaslin, FSA, MAAA
Vice President,
Chief Actuary

Rebecca L. Smart, J.D.
Vice President,
General Counsel & Assistant Secretary

Jeffrey J. Wanning
Senior Vice President,
Operations

Ann M. Wenzl, FLMI, ALHC, FLHC,
ACS, HIA, MHP, AIAA, AIRC, ARA
Vice President,
Administration

Sales Managers

Carlos L. Barnett
Regional Vice President

John E. Benson
Divisional Vice President

Matthew J. Dinsmore
Regional Manager

Michael J. Dmytriw
Regional Vice President

Peter SG Gault
Regional Assistant Vice President

Dean L. Gristy
Regional Manager

Michael E. Hall
Lead Regional Manager

Christopher F. Harrelson
Regional Manager

Richard E. Kick
Regional Manager

Joseph A. Kush
Divisional Vice President

Mark A. LaMonica
Regional Manager

David E. Okeson
Regional Vice President

Tyge D. Rowen
Regional Vice President

Bryan J. Sacks
Regional Manager

Scott M. Sexson
Divisional Vice President

Steven R. Speciale
Regional Manager

Cory W. Talbott
Regional Manager

Rick R. Tapp
Regional Manager


Robert F. Trzecinski
Regional Assistant Vice President

Stephen B. Wanning
Regional Service Representative

2015 COMPANY OVERVIEW AND STATEMENT OF OPERATIONS



Central States Health & Life Co. of Omaha
1212 North 96th Street
Omaha, NE 68114
www.cso.com

 **CSO** Central States Health & Life Co. of Omaha

CHAIRMAN'S AND PRESIDENT'S MESSAGE

Central States Health & Life Co. of Omaha's (CSO) founder, T.L. Kizer, inspired his employees to approach their responsibilities with a sense of compassion and a high degree of integrity. These principals were paramount to the success of our company over the past 80-plus years. We've grown by caring for our policyholders, business partners, agents and employees.

To Care is to Grow, is the guiding philosophy behind how we operate our business. This viewpoint has prevailed since our beginnings.

Today, our core business revolves around protecting consumer debt. The products we underwrite are sold through banks, credit unions and automobile dealerships in conjunction with loans originated throughout the United States. The optional products we offer are sold prior to loan closings and can help in the repayment of debt due to death and/or disability of the borrower. As we move forward, we expect to maintain the highest level of customer service, while we enhance our product offerings to complement each of the unique markets we serve.

To our agents and customers, we thank you for your business. To all potential customers, we welcome the opportunity to show case our product offerings and service with the desire to develop long-term partnerships of great value.

Richard T. Kizer Chairman
J. Edward Kgo President

CSO is a mutually owned insurance company specializing in the debt protection market. Our vision is to be the leader in debt protection products by providing innovative solutions and value to our client institutions, agents, customers and policyholders.

CSO's business channel consists of automobile dealerships, banks, credit unions and other financial institutions. We are among the top five writers of credit life and disability insurance in the United States^[1] and considered the leading provider of credit insurance to the dealer market. As of December 31, 2015, CSO's account base exceeded 3,600, of which 2,445 were automobile dealerships.

CSO holds an A- (Excellent) rating from A.M. Best Company,^[2] and we have successfully completed annual Service Organization Control audits since 2012.

Based in Omaha, Nebraska, CSO employs approximately 140 individuals who are dedicated to providing exceptional service to all customers. We utilize both a team of home office sales professionals and a network of independent general agents to develop business in all markets throughout the United States.

CSO is licensed in every state except New York and is also licensed in Guam, Saipan and the District of Columbia.

^[1] Based on data in The Fact Book of Credit-Related Insurance published by the Consumer Credit Industry Association, August 10, 2015

^[2] A.M. Best's Financial Strength Rating is an independent opinion of an insurer's financial strength and ability to meet ongoing obligations to policyholders. This rating is fourth highest out of 16. For the latest rating go to www.ambest.com.

FINANCIAL SUMMARY AS OF DECEMBER 31, 2015

BASED ON GENERALLY ACCEPTED ACCOUNTING PRINCIPLES

	2014	2015
Admitted Assets		
Fixed Maturities	\$308,631,557	\$306,465,275
Stocks	24,781,343	20,051,561
Real Estate, EDP and Equipment	8,461,696	7,274,902
Cash, CDs and Commercial Paper	10,218,467	13,404,793
Other Invested Assets	61,327,795	67,581,033
Reinsurance Recoverable	95,425,703	100,414,307
Deferred Policy Acquisition Costs	67,011,838	67,260,201
Other Assets	12,976,425	11,501,951
Total Assets	\$588,834,824	\$593,954,023
Liabilities		
Life Reserves	\$162,379,574	\$165,246,302
Accident & Health Reserves	122,259,435	121,343,771
Unpaid Claims	13,058,017	12,021,053
Other Liabilities	44,506,189	38,091,556
Funds Held Under Reinsurance Treaties	38,958,981	48,335,654
Total Liabilities	\$381,162,196	\$385,038,336
Policyowner Contingency Reserves		
Policyowner Reserves	\$201,787,494	\$209,691,502
Net Unrealized Investment Gain/(Loss)	5,885,134	(775,816)
Total Policyowner Contingency Reserves - Surplus	\$207,672,628	\$208,915,687
Total Liabilities and Policyowner Contingency Reserves	\$588,834,824	\$593,954,023

