



# Pennsylvania Utility Contractors Association

*"Infrastructure in Balance with the Environment"*

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President

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Dear PUCA Members:

We at PUCA believe that staying on top of industry trends and offering to our members programs that will help their businesses prosper is crucial to our mission. To that end, I am very pleased to inform you that PUCA has a new affinity partner, Pre-Paid Legal Services, Inc. (PPL).

PPL is a 33-year old company that is traded on the NYSE. It is the only company of its kind that provides comprehensive legal and identity theft protection services to employee groups nationwide. The company's client base includes over 40,000 companies, many of whom can be found in our industry. In fact, PPL has been endorsed by other industry associations including The National Stone, Sand & Gravel Association, The American Road & Transportation Builders Association, and The International Society of Explosives Engineers.

So how will your company benefit by offering PPL's services to your employees?

- It has been documented that these services significantly improve profitability by reducing absenteeism, sick leave, company vehicle insurance premiums, and the use of medical benefits;
- Since many work-related accidents and mistakes are caused by "distracted" employees with legal concerns, these plans will contribute to a more efficient and safer work environment;
- These plans will make your company less susceptible to the fines, penalties, and employee lawsuits that are expected to result from the new FACTA law;
- Studies show that pre-paid legal plans enhance employee morale, retention, and recruitment;
- The plans **can not** be used against your company and the premiums are rate stable (PPL has never raised its rates to existing policy holders);
- Although your employees will receive the lowest group rates available, we have negotiated a very lucrative agreement with PPL which will result in a significant source of long term revenue for the Association;
- **The plans will cost your company nothing to implement** and their administration is simple.

Andrea and I were so impressed with the services offered by PPL that we immediately became members ourselves. We can assure you, **THERE IS NO DOWN SIDE** to this program!

Over the next few months, I will be asking the Group Specialists with whom I have met, Phil Berger and Patrice Gaul, along with their staff, to call you and to schedule a time for them to meet with you. I am confident that you will be as impressed as I was by what they have to say. I would also suggest that you not attempt to determine the level of your employees' interest in these programs until you have had a chance to meet with these representatives. For additional information on PPL and its services, you can also visit the Association's web site at [www.puca.org](http://www.puca.org).

Sincerely,

*Brenda V. Reigle*

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Executive Director

