

# Letter of Engagement between Income Protection Consultants, Inc. and The University of Wisconsin Athletics Department

Date:12/13/2018

Income Protection Consultants, inc.

2731 West Lexington Avenue Extension

High Point, NC 27262

David B. Brookbank, Jr.

This letter sets out the terms of engagement between Income Protection Consultants, Inc., and The University of Wisconsin Athletics Department for services described below. Please read and make sure the scope of our engagement is agreed to and understood.

If the terms of our engagement are acceptable, please sign a copy of this engagement letter and return to: davidbrookbank@gmail.com. Please contact us immediately if you do not understand, or wish to discuss any aspect of the terms of this engagement.

## **Purpose and Scope**

The engagement of Income Protection Consultants, Inc. is to provide The University of Wisconsin Athletics Department with the following:

Consultative Services for PTD, Critical Injury/Accident and LoV insurance products for Jonathan Taylor, a Football Player at the University of Wisconsin and Athletics Staff, including:

- Gathering PTD and LoV Insurance proposals for Student Athletes indicated in the previous paragraph.
- Communicating with insurance carriers regarding policy benefits, policy language, policy exclusions, premiums, conditions, underwriting, policy issue, etc.

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- Utilize our proprietary analytical tool Draft Guard©/Draft Protector IncomeAnalysis© to compare and prove policy effectiveness and potential payouts of the different proposed insurance contracts.
- Compare Policy Language for each insurance company proposal.
- Communicate our findings with Athletics Staff.
- Communicate our findings with Student Athletes and their families/guardians.
- Assist with the application process and medical questionnaires if required.
- Assist and communicate with any broker involved in writing the insurance coverage throughout the underwriting and policy issue process.
- Review the final policy, if applicable, for accuracy.
- Educate the Student Athlete as to the transition from their collegiate policy to a policy which will cover them as a professional athlete.

Subject to any agreement to the contrary, the work is limited to the above services noted.

### **Responsibilities**

Income Protection Consultants, Inc will ensure that all services are provided in accordance with agreed timeframe and to a professional standard.

Clients are required to arrange for reasonable access by us to relevant individuals and documents, and shall be responsible for both the completeness and accuracy of the information supplied to us, including Medical Records and Disability Insurance Applications for all Student Athletes applying for coverage.

### **Period of Engagement**

This engagement will start upon acceptance of the terms of engagement by The University of Wisconsin Athletics Department as noted by execution of this letter.

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## **Confidentiality**

In conducting this engagement, information acquired by us in the course of the engagement is subject to strict confidentiality requirements. That information will not be disclosed by us to other parties except as required or allowed for by law, or with your express consent.

## **Estimated Pricing**

Unless otherwise stated in writing, any estimates which we provide to you of our anticipated fees, disbursements and charges for any consultative services, are only indicative of the amounts you can expect to be charged. The hourly rate for services provided by Income Protection Consultants Inc. for this project is \$350/hour. The estimated number of hours to complete this project is approximately 3-6 hours per SA for the initial research, proposal, and education process and an additional 3-6 hours per SA should coverage be desired including oversight of application process and final policy review. The project proposed shall not exceed \$5,000 in fees charged to The University of Wisconsin Athletics Department by Income Protection Consultants, Inc.

## **Professional Fees**

The fee arrangement is based on the expected amount of time and the skill level of staff required completing the services at the respective hourly rates. In the event that circumstances of the services to be provided change from the original proposal, a new proposal of services between the two parties will be agreed before any further work is undertaken.

## **Terms of Trade**

The terms of payment are 30 days after the completion of the contract and after The University of Wisconsin Athletics Department has received our invoice. An itemized account of all charges, costs and disbursements will be provided on the invoice. Terms of Trade must be agreed to prior to commencement of consultative services between Income Protection Consultants, Inc., and The University of Wisconsin Athletics Department.

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Once you are satisfied with the terms of our engagement, please sign and date two copies of this letter.

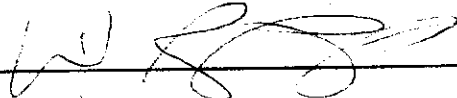
One copy should be forwarded to us as evidence of your acceptance of the terms of our engagement. Send copy to: [davidbrookbank@gmail.com](mailto:davidbrookbank@gmail.com) Please retain a copy as your evidence of our engagement.

We thank you for the opportunity to provide consultative services to The University of Wisconsin Athletics Department. We look forward to developing a strong relationship with you for many years to come.

Yours Sincerely,

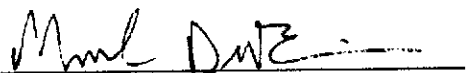
David B. Brookbank, Jr.

Income Protection Consultants, Inc.

 \_\_\_\_\_ David B. Brookbank, Jr.

1/22/2019 \_\_\_\_\_ Date

We, The University of Wisconsin Athletics Department, agree to all of the terms and conditions as noted in this letter.

 \_\_\_\_\_ Authorized signature

Marcel DuBois \_\_\_\_\_ By

1/22/19 \_\_\_\_\_ Date