



2017  
ANNUAL REPORT



**WE  
CONNECT  
FOR LIFE**



## KSKJ LIFE BOARD OF DIRECTORS

### CHAIR

Rudolph Krasovec, Jr.

### VICE CHAIR

Phil Hrvatin

### CHIEF EXECUTIVE OFFICER

Tony Mravle, Jr.

### AUDIT COMMITTEE CHAIR

Anthony Menart

### AUDIT COMMITTEE

Robert J. Lokar, Jr.  
Julie Schneller

### FINANCE COMMITTEE

#### CHAIR

Michael Vidmar

#### FINANCE COMMITTEE

Daniel Golob  
Daniel Mihelich

### KSKJ LIFE SPIRITUAL ADVISOR

Rev. Richard Gielow C.M.

## WHO WE ARE

KSKJ Life is a community-focused life insurance company that has advocated for families and communities since 1894. As a not-for-profit fraternal organization, we exist to serve our members, not profit from them. When you connect with KSKJ Life, you connect for life.

## HOME OFFICE EXECUTIVE COMMITTEE

### CHIEF EXECUTIVE OFFICER

Tony Mravle, Jr.

### CHIEF OPERATING OFFICER

Stuart Buchanan

### INVESTMENT MANAGER

Anthony T. Mravle

### VICE PRESIDENT, ENTERPRISE INFORMATION SOLUTIONS

Brian Sharp

## ADVISORS TO THE EXECUTIVE COMMITTEE

### DIRECTOR, AGENT SALES

Paul Kaiser

### MANAGER, AGENT SALES

Kathy Lovati

### DIRECTOR, MARKETING & FRATERNAL SERVICES

April Sleyko



## LETTER FROM THE CHAIR

For the past decade and a half, KSKJ Life has experienced tremendous success. Facing many new and significant regulatory demands, we have proven that our organization is strong and adaptable to this ever-changing environment that is challenging all fraternal life insurance organizations. For many years, our KSKJ Life fraternal society was solely governed by the board's decisions. Today, regulatory guidelines have imposed significant constrictions and complexity to much of the board's authority and decision-making.

One of the most important responsibilities of the Board is to ensure the stability and future viability of our organization. Along with strategic planning and risk management, the Board is responsible for managing the Chief Executive Officer and ensuring back-up and succession plans are in place.

Finding and retaining the right leaders is an arduous task for any organization. It is critical to identify the person/persons that have the right combination of education, experience, skills, values, and organizational fit, not only for the present moment but for the future. It is also important to ensure that the collective leadership team has the necessary characteristics to support each other and successfully manage the array of serious responsibilities required for leading a fraternal life insurance organization.

Back in 2016, then-Chief Executive Officer Anthony T. Mravle Sr. communicated his desire to retire as CEO toward the end of 2017. Following a successful 45-year career, of which seventeen were as CEO, Tony Sr. announced that he was retiring as CEO effective January 1, 2018.

After a systematic evaluation process, the Board unanimously chose to appoint Tony Mravle Jr. as the next Chief Executive Officer effective January 1, 2018. Since his hire as a full-time employee in 2012, Tony Jr. has served on the home office executive committee and has played a key role in guiding KSKJ Life's expansion of fraternal support and member benefits, technology innovation, branding and marketing development, and talent acquisition and growth. Tony Jr. holds a Master's Degree in Organizational Leadership, a Bachelor's Degree in Mathematics, the FLMI (Fellow, Life Management Institute) designation, and the PHR (Professional, Human Resources) certification.

This transition and the new appointment are exciting milestones in the history of KSKJ Life. Tony Jr.'s people-focused leadership style, strategic focus, and fraternal spirit will build on the success that our society has achieved. Tony Jr. has demonstrated effective executive leadership and is focused on helping KSKJ Life continue to grow and achieve its long-term financial and fraternal strategic goals, including the promotion of our legacy and heritage to future generations.

Anthony T. Mravle Sr. originally joined KSKJ in 1972 as the Treasurer and held several leadership positions before being appointed as CEO in 1999. During his time in that role, Tony Sr. led the society through a sustained period of significant



development by executing key strategies for product expansion and asset growth. Among the highlights are KSKJ Life's development of a strong independent agent distribution channel, expansion into new states and successful new releases of fixed annuities and final expense products. In the last 10 years, KSKJ Life has experienced incredible growth in membership (45% to over 40,000) and assets (458% to over \$500M).

In his new role as Investment Manager, Tony Sr is reporting directly to the Board of Directors, as he transitions these and other duties to the executive team. He will leave a considerable legacy, and we're grateful for his inspiring leadership over the years.

We continue to have an excellent staff and strong leadership team at the home office, including Stuart Buchanan, Chief Operations Officer; Paul Kaiser, Director, Agent Sales; Kathy Lovati, Manager, Agent Sales; Brian Sharp, VP Information Technology and April Sleyko, Director of Marketing and Fraternal Services.

We all look forward to working with our new leadership team to ensure KSKJ Life is positioned for continued success through this robust transition plan. Many thanks to the Board for their service and dedication to KSKJ Life and for their leadership to advance and develop our great organization.

Fraternally,

Rudolph Krasovec, Jr.  
Chair, KSKJ Life Board of Directors

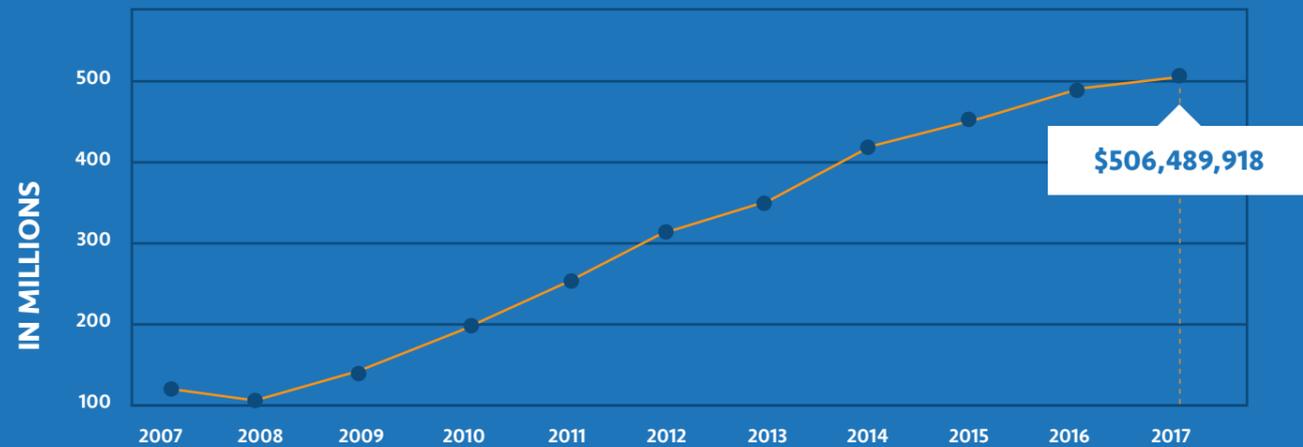


Being regulated by various State Insurance Departments, KSKJ Life is subject to all governance and insurance laws and regulations, the same as other insurers. Our insurance liabilities and benefits are calculated by an independent actuarial firm, and appropriate reserves are set aside as required. Additionally, an independent CPA firm audits KSKJ Life on an annual basis, providing extra assurance that our financial statements are accurate and in compliance. We are pleased to share with you, our members, some of our achievements and successes that occurred in 2017.

— Tony Mravle, Jr. CEO



## 2017 TOTAL ASSETS OVER HALF A BILLION



### SHARE OUR STORY

We value you as our member and work hard to serve you. We continue to evolve as an organization with a diverse base of over 40,000 members nationwide, never losing sight of our tradition and the desire to support our members and communities. Connect your loved ones with us so that they may learn more about KSKJ Life.

### WHY SHOULD YOUR FRIENDS AND FAMILY BE A PART OF KSKJ LIFE?

- We offer competitive life insurance and annuity products
- Personalized service
- We offer numerous member benefits, such as our Educational Grant Program, PerkSpot Discount Program, American Hearing Benefits, and many more
- We provide opportunities for our members to make a positive difference in their communities

**\$40,986,894**

TOTAL FRATERNAL BENEFITS PROVIDED TO MEMBERS IN 2017  
(357% GROWTH SINCE 2007)

**43,607**

TOTAL NUMBER OF POLICIES IN FORCE IN 2017  
(54% GROWTH SINCE 2007)

To view full 2017 financial statement, please visit our website [KSKJlife.com](http://KSKJlife.com)



“ My mother, a grateful and hopeful immigrant who escaped her war-torn country leaving all of her loved ones behind, joined KSKJ Life when I was child. I’ll never forget the charitable generosity of KSKJ during the Christmas holidays. KSKJ hosted an annual Christmas party where children were encouraged to participate so KSKJ would be sure every child received a toy. This was very special because if it were not for KSKJ, most children, including my brother and me, would not have received any presents. ”

Mary C., Waukegan, IL

1-800-THE-KSKJ | [KSKJLIFE.COM](http://KSKJLIFE.COM)

# MAKING A DIFFERENCE



We're a provider of the financial protection products you'd expect—but our differentiator is making a difference. That's because we reinvest profits into communities to help our neighbors, friends and family. From scholarships to soup kitchens and more, our policies do more than just help protect your family; they help provide for others, too.



## JOIN HANDS TO VOLUNTEER AND SHARE YOUR PHOTO FOR A CHANCE TO WIN \$100 FOR YOUR CHARITY\*

Be social! #ksklife #joinhands2018 or email photo to [fraternal@ksklife.com](mailto:fraternal@ksklife.com)

*\*5 random winners will be announced July 6<sup>th</sup>. Photo shares or submissions due by 6/30/18. Charity receiving \$100 donation must be 501(c)3 organization*

**\$3.5** MILLION

donated to charities through Matching Funds Program\*

**80K** HOURS

volunteered through lodge projects since 2010

**1M+** WAYS

you can volunteer today!

\*in collaboration with other non-profit groups and charities



*Do something today that  
your future self will  
thank you for.*

- Have you recently moved?**
- Has your last name changed due to marriage?**
- Do you need to update your beneficiary information?**
- Have you updated your email address?**



Follow us —  

**Please contact our Policy Services Department at 1-800-843-5755 and press "5" so that we may update our records.**

KSKJ Life, American Slovenian Catholic Union, is an Illinois fraternal benefit society located at 2439 Glenwood Ave., Joliet, IL 60435 AR 2017 - 05.2018. Bylaw amendments per the 2017 referendum and approved by the State of Illinois were published in the March 2018 edition of the Voice. To view amendments and official Bylaws, please visit [ksklife.com](http://ksklife.com).

PRSRT STD  
U.S. Postage  
**PAID**  
Bedford Pk. IL 60499  
Permit No. 603