

Brokered Insurance Solutions

Sara Sturgeon

Lead Life/Health Brokerage Account Representative

Jeremy Stanton

Senior Group Benefits Account Administrator



Individual Products Offered

- Major Medical
- Short Term Medical
- Dental
- Vision
- Part D
- Medicare Supplement
- Life
- Disability
- LTC

Affordable Care Act Key Provisions

- No Underwriting
- Guaranteed Issue
- No Pre-Existing Conditions
- No Lifetime Maximum for Policy
- Ten Essential Health Benefits
- Specified Enrollment Periods
- On Exchange vs. Off Exchange

10 Essential Health Benefits

Ambulatory Patient Services

Prescription Drugs

Emergency Services

Rehab Services

Hospitalization

Laboratory Services

Pregnancy, Maternity and Newborn Care

Preventive and Wellness Services

Mental Health and Substance Abuse Services

Pediatric Services

What is Open Enrollment?

November 1, 2021-December 15, 2021

*Effective date 01/01/2022

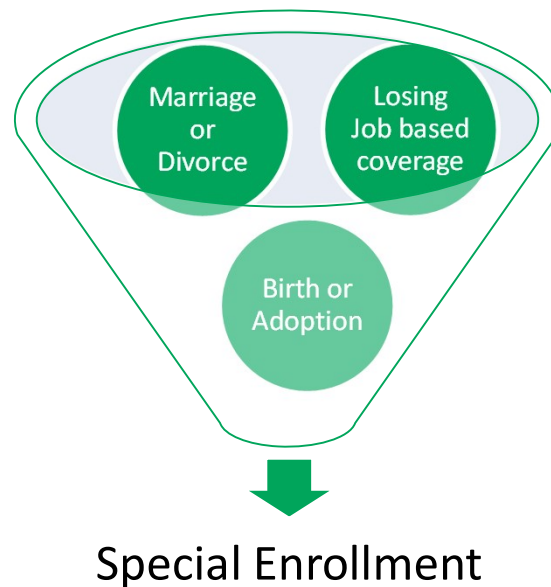
*Subject to change

*Special SEP Period 2/15/2021-05/15/2021



What is Special Enrollment?

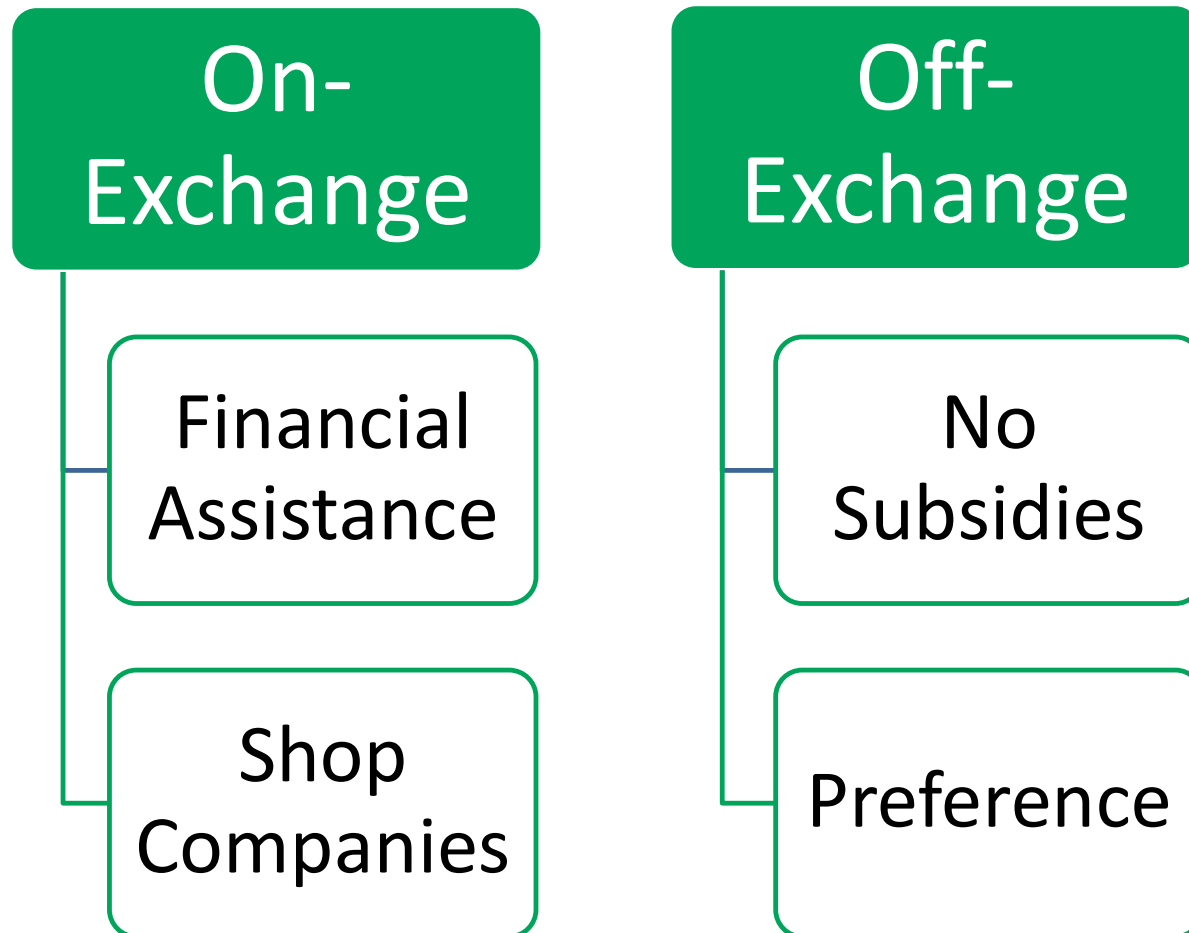
- Begins after Open Enrollment
- Must have a qualifying life event to apply



Individual Medical Carriers Offered In Illinois



On vs. Off Exchange/Marketplace



Sample BCBS-IL Quote

Male, 40, 61761, NT

	Blue Choice Preferred Bronze PPO 201	Blue Choice Preferred Silver PPO 303	Blue Choice Preferred Gold PPO 204
	\$446. ⁹⁶	\$514. ²⁴	\$675. ³²
	Select Save for Later	Select Save for Later	Select Save for Later
Quote Profile			
Effective Date	04/01/2021	04/01/2021	04/01/2021
Zip Code	61761	61761	61761
Applicants	1	1	1

Female, 55, 61761, T

	Blue Choice Preferred Bronze PPO 201	Blue Choice Preferred Silver PPO 303	Blue Choice Preferred Gold PPO 204
	\$1,020. ²⁷	\$1,173. ⁸⁶	\$1,541. ⁵⁶
	Select Save for Later	Select Save for Later	Select Save for Later
Quote Profile			
Effective Date	04/01/2021	04/01/2021	04/01/2021
Zip Code	61761	61761	61761
Applicants	1	1	1

Male 40 Female 37, Child 9, 61761, NT

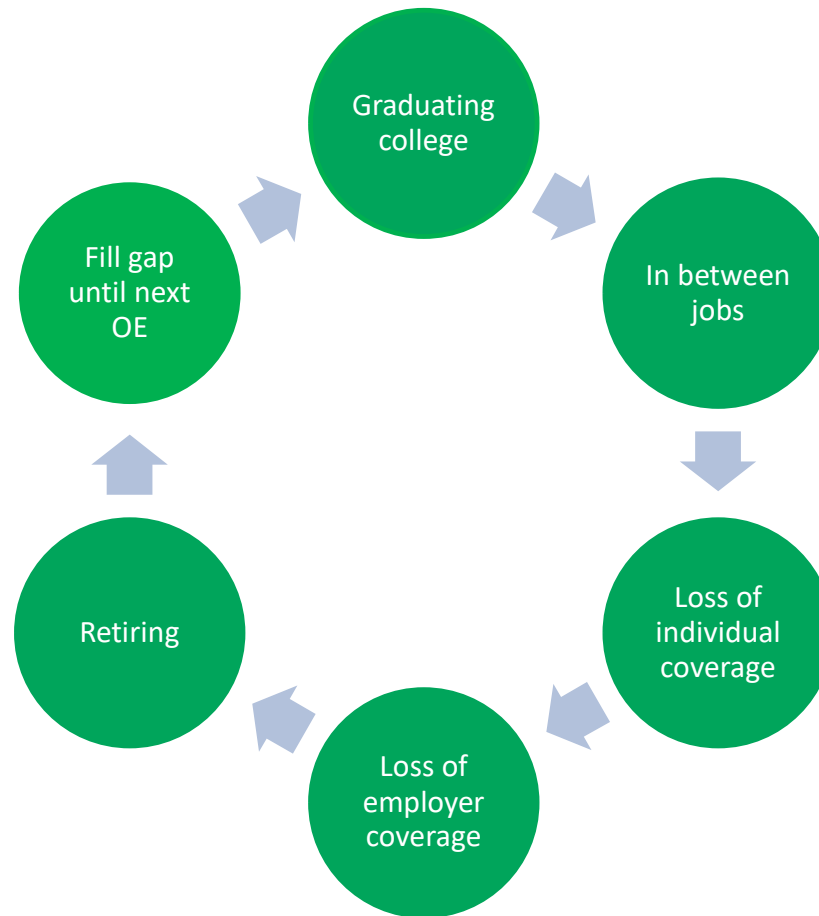
Compare Health Insurance Plans			
	Blue Choice Preferred Bronze PPO 201	Blue Choice Preferred Silver PPO 303	Blue Choice Preferred Gold PPO 204
	\$1,147. ⁴⁸	\$1,320. ²¹	\$1,733. ⁷⁵
	Select Save for Later	Select Save for Later	Select Save for Later
Quote Profile			
Effective Date	04/01/2021	04/01/2021	04/01/2021
Zip Code	61761	61761	61761
Applicants	3	3	3

Cost vs. Care (Individual and Group)

				
	Platinum	Gold	Silver	Bronze
Monthly Cost	\$\$\$\$	\$\$\$	\$\$	\$
Cost When You Get Care	\$	\$\$	\$\$\$	\$\$\$\$
Good Option If You...	Plan to use a lot of medical care services	Want to save on the monthly premium, while keeping your out-of-pocket costs low	Need to balance your monthly cost with your out-of-pocket costs	Don't plan on needing a lot of medical care services

Short Term Medical

Designed to provide temporary health coverage during coverage gaps.



Individual Short-Term Carriers Offered in Illinois



- Duration up to 6 months
- Pre-Existing Conditions apply
- Handful of medical questions must be answered to determine insurability.

Group Benefits Offered

- Major Medical
- Dental
- Vision
- Life
- Short Term Disability
- Long Term Disability

Group Medical

- COUNTRY Financial Representatives/Brokered Insurance Solutions go-to market is small group.
- Examples of common groups written:
 - Farms
 - Doctor/Dental offices
 - Implement dealers
 - Auto-body shops
 - Veterinarian clinics

Group Medical Carriers Offered in Illinois



Humana

 **UnitedHealthcare**

aetna

 **Health Alliance**

National General
Insurance 

Small Group Market

- 1-50 Employees
- Guaranteed Issue
- Can be established throughout the calendar year
- No Annual Open Enrollment
 - One-time special enrollment November 1-December 15 for a 01/01 effective date.
 - Waive participation requirement
 - Waive employer contribution percentages

COUNTRY Financial Representatives have the ability to write large groups as well; 51+ employees

What can a COUNTRY Financial Representative Offer?

Small Group Fully-Insured Health Plan

Most traditional way to structure an employer-sponsored health plan:

- The company pays a premium to the insurance carrier.
- The premium rates are fixed for a year.
- The insurance carrier collects the premiums and pays the health care claims.
- The covered members are responsible to pay any deductible amounts or co-payments under the plan.

2021 Fully Insured Guidelines

*Note Aetna only offers limited fully insured plans which are high deductible	Aetna	Humana	United Healthcare	Blue Cross Blue Shield	Health Alliance
Rates	2-100 - Composite 2-50 _Age rated available upon request	1-4 enrolled – Age rated 5-299 enrolled - Composite	1-9 ATNE - Age rated 10-100 ATNE - Composite	1-50 - Composite or Age Rated 51+ - Composite	1-50 – Age rated Can request composite rates
Employer Eligibility	There must be at least one enrolled W-2 employee who is not an owner and not the owner's spouse	There must be at least one enrolled W-2 employee who is not an owner and not the owner's spouse	There must be at least one enrolled W-2 employee who is not an owner and not the owner's spouse	There must be at least 1 enrolled employee or no employees and established as a partnership.	One employee groups accepted
Family only groups	Requires 3 rd unrelated employee to enroll	Requires 3 rd unrelated employee to enroll	Requires 3 rd unrelated employee to enroll	Will write groups of family members. A husband and wife group with no other employees can only be written if formed as a partnership and each partner has a separate K1	No requirements
1 & 2 Life Groups	One life groups not allowed	One-life groups must have at least (1) W-2 eligible, non-related employees and valid waiver	One-life groups must have at least (1) W-2 eligible, non-related employees and one valid waiver	One-life groups must have at least (1) W-2 eligible	One life groups will be accepted as long as they meet participation of 50%
Participation	2-50 - 60% after valid waivers 51-100 - 75% after valid waivers; no less than 50% of eligible	50% after valid waivers	25% regardless of waivers	70% after valid waivers	50% off all total eligible
Multiple Plan Options	2-50 - 3 plans for IL & 2 for OOS employees 51-100 Up to 5 plans	<4 enrolled - 1 plan 5-9 enrolled - 2 plans 10+ enrolled - Up to 4 plans	2-50 - Unlimited 51-100 - Up to 5 plans	2-150 - Up to 6 plans 151+ - Unlimited	Can offer up to 3 plans
Employer Contribution	2-50 50% of employee premium or Flat \$120 51-100 75% of employee premium	50% of employee premium	50% of employee premium	25% of employee premium	50% of employee premium
1099	Not allowed	Minimum at least 1 employee on W2, remainder can be 1099	Minimum at least 1 employee on W2, remainder can be 1099	2-9 groups 1099 are ineligible. 10 + Cannot exceed 10% of eligible employees.	Not allowed
Deductible & OOP Credit	Both given (must be submitted to Aetna <90 days from effective date)	Both given	Both given	Both given	2-50 – Yes if requested at time of quote. 51+ - Only PPO groups on Calendar year policy
Provider Finder	http://www.aetna.com/dse/search?site_id=dse	https://www.humana.com/	https://www.uhc.com/find-a-physician	https://public.hcsc.net/providerfinder/search.do?corpEntCd=IL1	https://www.healthalliance.org/Guests/ProviderSearch
New Group Paperwork Deadline	Varies check with Brokerage	Last day of the month prior to effective date	Last day of the month prior to effective date	To Brokerage 5 business days prior to the effective date	Last day of the month prior to effective date

Sample BCBS-IL Quote

Blue PPO

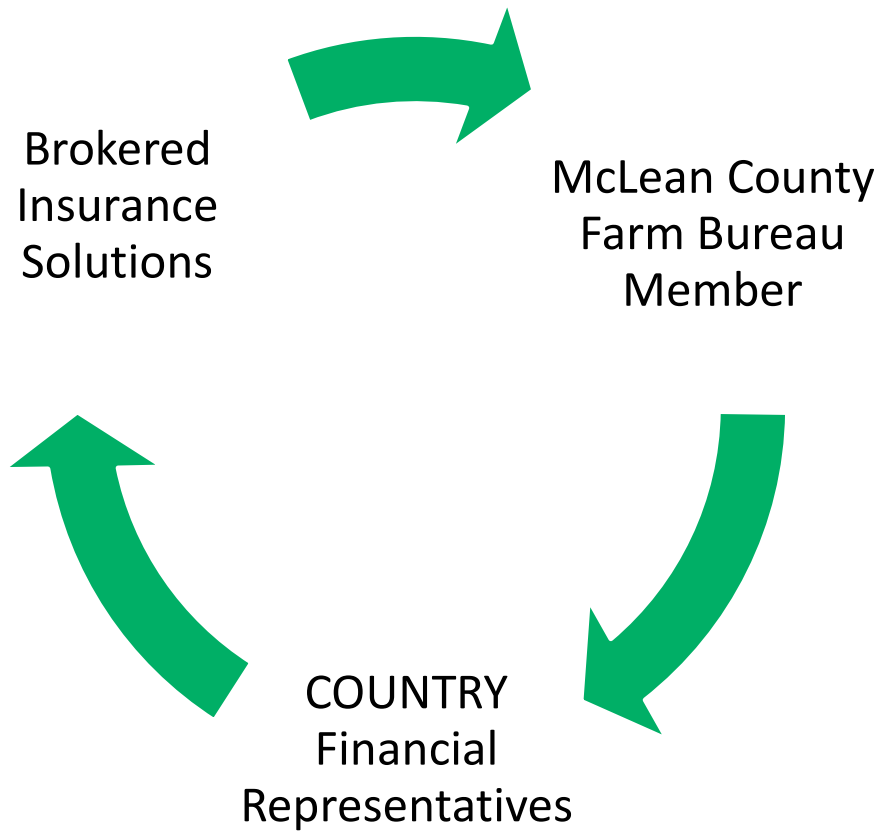
Plan #	Ded In/Out Comb	Office Visit/ Specialist	Coins In/ Out	OPX In/Out	ER Copay *3/ER Coins	IP In/Out	OP Surg In/ Out	Ped Dental In/ Out	Non-Preferred Rx	Employee Only	Employee + Spouse	Employee + Child	Employee + Family	Total Monthly Health Cost
PPO Plans														
Blue Gold Plans														
G531PPO	\$2500/\$5000	\$20/\$60	80%/50%	\$5000/ Unlimited	\$400/80%	\$200/\$300	\$150/\$250	70%/ 50%	\$10/\$20/\$55 / \$95/\$150/\$250	\$632.59	\$1,265.18	\$1,170.29	\$1,802.88	\$1,897.77
G537PPO	\$2600/\$5200	100%/ 100%	100%/100%	\$2600/\$5200	NA/100%	100%/100%	100%/100%	100% / 100%	100%	\$647.57	\$1,295.14	\$1,198.00	\$1,845.57	\$1,942.71
G530PPO	\$3750/\$7500	\$35/\$55	100%/100%	\$3750/\$7500	\$400/100%	\$200/\$300	\$150/\$250	100% / 100%	\$10/\$20/\$55 / \$95/\$150/\$250	\$639.37	\$1,278.74	\$1,182.83	\$1,822.20	\$1,918.11
Blue Silver Plans														
S532PPO	\$3250/\$6500	\$50/\$70	60%/50%	\$8550/ Unlimited	\$500/60%	\$250/\$350	\$200/\$300	70%/ 50%	\$10/\$20/\$70 / \$120/\$150/\$250	\$552.33	\$1,104.66	\$1,021.81	\$1,574.14	\$1,656.99
S501PPO	\$4500/\$9000	80%/80%	80%/50%	\$7900/ Unlimited	NA/80%	80%/50%	80%/50%	70%/ 50%	\$10/\$20/\$70 / \$120/\$150/\$250	\$536.79	\$1,073.58	\$993.06	\$1,529.85	\$1,610.37
S531PPO	\$4700/\$9400	\$45/\$65	80%/50%	\$8550/ Unlimited	\$500/80%	\$250/\$350	\$200/\$300	70%/ 50%	\$10/\$20/\$70 / \$120/\$150/\$250	\$548.24	\$1,096.48	\$1,014.24	\$1,562.48	\$1,644.72
S535PPO	\$7550/\$15100	\$30/\$50	100%/100%	\$7550/\$15100	\$500/100%	\$250/\$350	\$200/\$300	100% / 100%	\$10/\$20/\$70 / \$120/\$150/\$250	\$559.12	\$1,118.24	\$1,034.37	\$1,593.49	\$1,677.36
Plan #	Ded In/Out Comb	Office Visit/ Specialist	Coins In/ Out	OPX In/Out	ER Copay *3/ER Coins	IP In/Out	OP Surg In/ Out	Ped Dental In/ Out	Non-Preferred Rx	Employee Only	Employee + Spouse	Employee + Child	Employee + Family	Total Monthly Health Cost
HSA Plans														
Blue Gold Plans														
G533PPO *5	\$2800/\$5600	90%/90%	90%/60%	\$3500/ Unlimited	NA/90%	90%/60%	90%/60%	70%/ 50%	80%/80%/70% / 60%/60%/50%	\$611.69	\$1,223.38	\$1,131.63	\$1,743.32	\$1,835.07
G535PPO	\$2800/\$5600	80%/80%	80%/50%	\$5000/ Unlimited	NA/80%	80%/50%	80%/50%	70%/ 50%	80%/80%/70% / 60%/60%/50%	\$573.97	\$1,147.94	\$1,061.84	\$1,635.81	\$1,721.91

What can a COUNTRY Financial Representative Offer? (cont)

- COUNTRY has the ability to offer level-funded options as well
 - Funding option for self funded plans that aids employers in their health coverage budgeting and funding efforts
 - Employers pay a set amount each month to the carrier
 - The carrier facilitating the level funding will pay claims throughout the year
 - Possible refunds at the end of the year if your payments exceeded claims

Brokered Insurance Solutions/Rep Involvement

- Client relationship
- Quoting
- Present plans and premiums
- Advise on best possible solutions
- Application completion and submission
- General policy questions
- Insured requests
- Renewal questions



Questions?