

Why Write One at a Time, Understanding Group Retiree Medical

5/17/18
100-200

The Market (10 min) –

What groups are facing with their retirees today:

- People living longer;
- People continuing on active plan after 65 which affects overall claims;
- Legacy retirees;
- Mandated or negotiated benefits;
- Multiple plans for multiple locations leading to network issues;
- Groups looking for help administering various contribution levels;
- Healthcare reform compliance;
- Groups needing to isolate or eliminate their FASB/GASB liabilities;
- Groups desiring EGWP/Rx (Employer Group Waiver Plans) instead of filing for RDS (Retiree Drug Subsidy);

Why Carve Out Retirees (10 min)

- Lower the average age of the group;
- Outsourcing the administration frees up the HR staff;
- Moves groups to a fully-insured environment;
- Can lower the overall cost to the group and/or retiree;
- Groups can maximize their Rx subsidies with our EGWP/Part D program.
- Plans coordinate directly with Medicare and adjust annually automatically;
- Groups are not experts in Medicare and would like an advocate/specialist to help them;
- Groups desire plans that match or exceed current active plan design;
- Groups would like to have their experience pooled;
- Group can offer plans without any cost to them;
- Groups can use the plans as a recruiting tool.
- Looking for alternatives to exchanges Medicare Advantage / individual plans;

Medical (10 min) –

- Countrywide availability
- Freedom to choose providers and hospitals for medical care anywhere within the U.S.
- Foreign travel benefits
- Guaranteed Issue – no medical questions
- No paperwork or claim forms / electronic claims processing
- Portable
- Affordable
- Coverage for Spouses

EGWP / Rx (10 min) –

- Fill the Donut Hole
- All Part D Drugs Covered
- Pharmacy Network
- Government Subsidy
- Mail Order
- LifeStyle Medications

Administration (10 min) -

- Announcement letter
- Toll Free Call Center Access
- Welcome Kit
- Eligibility
- Billing
- Customer Service Center

Questions (10 min)