

Continuing Education

Gap protection solutions, presented by Beazley

Course Overview

- *Title: Filling Gaps with Hospital Indemnity*
- *CE credit: 1 hour course (1 CE)*
- *Presenter: Dan McNeill, Daniel.McNeill@beazley.com, 330-217-5859*
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CE Credit Outline (1-hour total)

- **Introduction**
- **Understanding the marketplace:**
 - US healthcare costs are rising faster than inflation (Forbes 2015)
 - Health care is the No. 1 cause of bankruptcy filings, over credit card balance/mortgages (NerdWallet, 2015)
 - Only 50% of households above poverty level could cover out-of-pocket maximum of \$3000-\$6000 (Kaiser Family Foundation, 2015)
 - Deductibles have climbed from \$900 per year in 2010 to more than \$1,300 for an individual in 2015. One in five workers has a deductible of \$2,000 or more (Kaiser Family Foundation, 2015)
 - Employees' average annual out-of-pocket expenses have grown, from \$1,514.00 in 2012 to \$2,433 in 2016 (AON 2016)
- **Cost saving solutions:**
 - *Improving employee health:* Wellness, Disease management, Absence management
 - *Reducing health costs:* Limited Medical/Hospital Indemnity plans + HSAs
 - The time is right for new solutions
- **About Hospital Indemnity:**
 - What it is?
 - What's typically covered, what's not?
 - How it works?
 - What's the cost impact?
 - Plan savings for plan sponsors/employers
 - HSAs compatibility with certain Hosp Indemnity benefits
 - Product differentiation among carriers
 - Benefits of Hosp Indemnity to brokers:
 - Diversifies the market
 - Potential for increasing revenues
 - ACA excepted benefit
 - Who is a good prospect for Hospital Indemnity?
 - Do you do it yourself or pick a partner?
- **How Beazley can help:**
 - Who is Beazley?
 - Differentiators for Beazley's Hospital Indemnity
 - How to get a quote
- **Q&A:**