



Welcome to Standard Life and Accident

Limited Benefit Plans

When consumers buy a health plan they want to see the value...

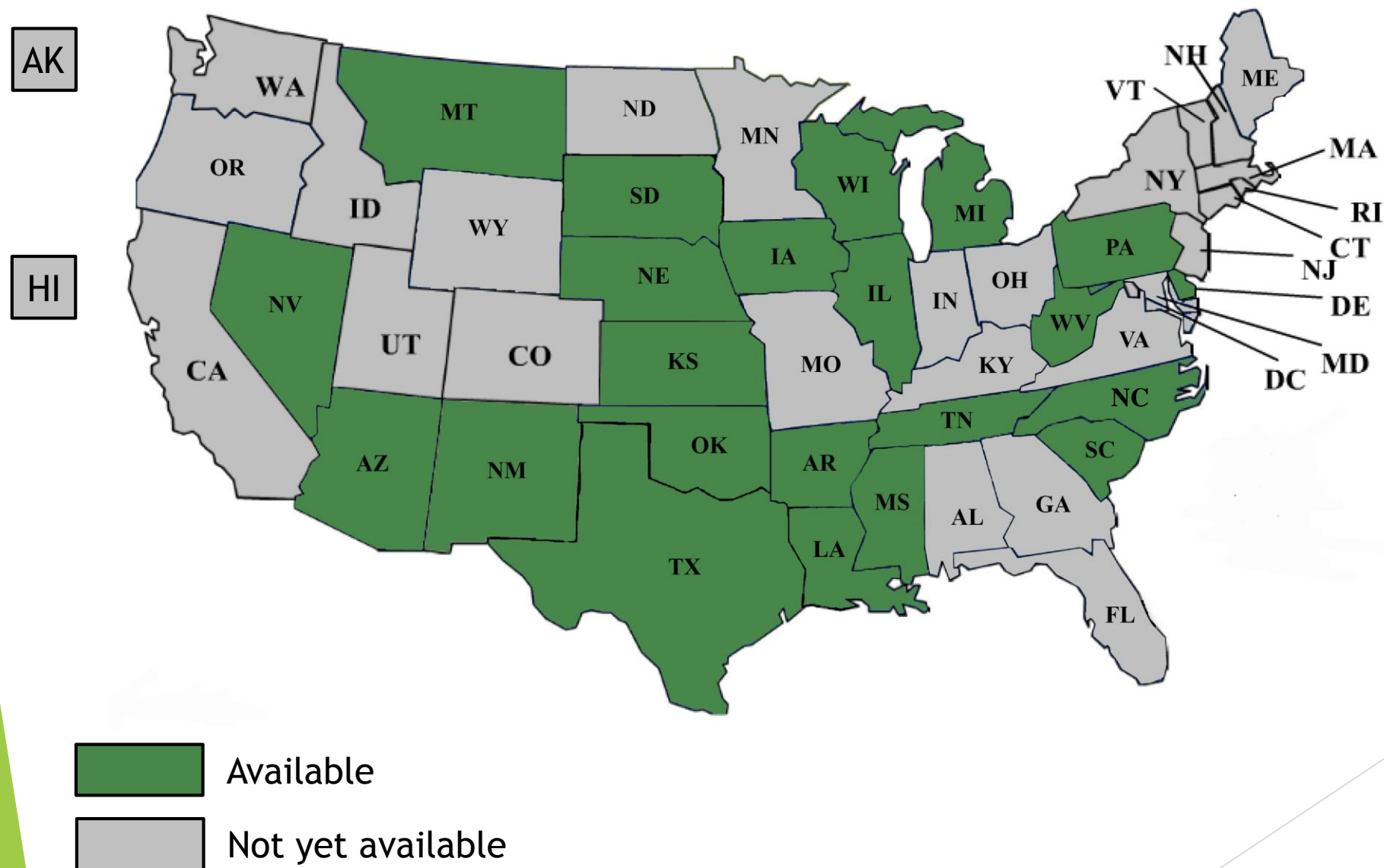
- ▶ Hard to see value when you're paying a deductible and copays before seeing any benefits.
- ▶ Unlike traditional health plans the carrier pays BEFORE the client.
- ▶ Why spend the additional money on a plan that provides benefits that your clients don't use.

Get FIRST dollar coverage from your insurance



- ✓ Hard to see value when you're paying a deductible and copays before seeing any benefits.
- ✓ Standard pays a fixed amount of money for your:
 - ❖ Doctor Visits
 - ❖ Hospitalization
 - ❖ Surgeries
 - ❖ Testing
 - ❖ And more
- ✓ No deductible or coinsurance, just first dollar coverage.
- ✓ Take control of your health costs:
 - ❖ Spend less than the fixed amount paid and you make money.
 - ❖ Spend more and the difference is your final cost

Standard Limited Benefit Plan Availability



A PPO network you can trust



- Included with every Standard Limited Benefit Plan
- 750,000 Providers nationwide to serve you
- Over 100,000 hospitals and medical facilities to pick from

Network Benefit	
Description	Network Discount
Physicians	39.20%
Hospitals & Facilities	16% - 33%

The doctor visits that you expect and need

- The average person goes to the doctor once per year.
- Why continue to pay for services that you do not use?
- How many times did your client go to the doctor last year?

BENEFIT DESCRIPTION	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Doctor Office Visit - Accident	\$100	\$100	\$120	\$140	\$160
Doctor Office Visit - Sickness	\$50	\$50	\$60	\$70	\$80
Visits per year, per person	2	2	3	3	4
Wellness Benefit	\$50	\$75	\$100	\$100	\$150
Visits per year, per person	1	1	1	1	1
Emergency Room - Sickness	\$50	\$75	\$100	\$150	\$200
Visits per year, per person	1	1	1	1	1
Emergency Room - Accident	\$100	\$150	\$200	\$300	\$400
Visits per year, per person	2	2	2	2	2

Doctor visit examples

Cost of the doctor visit	\$100.00
Network Benefit (Discount)	<u>-\$40.00</u>
Actual cost of doctor visit:	\$60.00

Cost of Doctor Visit	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
\$70 - Accident	\$58	\$58	\$78	\$98	\$118
\$70 - Sickness	\$8	\$8	\$2	\$12	\$22
\$100 - Accident	\$40	\$40	\$60	\$80	\$100
\$100 - Sickness	\$10	\$10	\$0	\$20	\$40
\$150 - Accident	\$10	\$10	\$30	\$50	\$70
\$150 - Sickness	\$40	\$40	\$30	\$10	\$10
\$200 - Accident	\$20	\$20	\$0	\$20	\$40
\$200 - Sickness	\$70	\$70	\$60	\$50	\$30



Cost to your client



Amount your client makes for going to the doctor

Hospitalization

- The average overnight hospital stay costs \$1629
- Standard hospital benefits blow away the competition
- Unlike other Limited benefit plans Standard does not limit hospital days

BENEFIT DESCRIPTION	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Hospital Confinement - Accident	\$1,000 / Day	\$2,000 / Day	\$3,000 / Day	\$4,000 / Day	\$6,000 / Day
Hospital Confinement - Sickness	\$500 / Day	\$1,000 / Day	\$1,500 / Day	\$2,000 / Day	\$3,000 / Day
Days per year, per person	365	365	365	365	365
Hospital Admission - Accident	N/A	N/A	N/A	\$1,000	\$1,500
Hospital Admission - Sickness	N/A	N/A	N/A	\$500	\$750
Intensive Care - Accident	\$2,000	\$4,000	\$6,000	\$8,000	\$12,000
Intensive Care - Sickness	\$1,000	\$2,000	\$3,000	\$4,000	\$6,000
Days per year, per person	30	30	30	30	30

Surgery Benefits

What is the average cost of a surgery? There are too many variables to provide an accurate average cost for surgery in the U.S. Location, private facility, inpatient, outpatient, non-profit and dozens of other variables just make it impossible to give an average. That's where RBRVS comes in.

What is RBRVS? Established by the American Medical Association the Resource-Based Relative Scale (RBRVS) sets pricing standards for physicians across the country. The system was designed to help doctor better serve patients through a standardized payment policy and systems. The recommended amounts are reviewed annually and changes are presented by the AMA to the Centers for Medicare and Medicaid Services (CMS).

Surgery Benefits: The chart below shows you the percentage of the RBRVS surgery cost that the plan will pay.

Surgery Benefit	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Inpatient Surgery	50%	100%	100%	100%	150%
Outpatient Surgery	50%	100%	100%	100%	150%
Based on 2011 RBRVS					
Anesthesia	20%	20%	20%	20%	20%

Additional Accident Coverage Included

- ❑ In addition to the increased doctor and hospital benefits that the Standard Limited Benefit pays for an accidental injury it also includes an accident coverage that pays a fixed amount of money for most accidental injuries.
- ❑ According to United Health Care 70% of all medical bills are generated from an accident.
- ❑ Below is a chart of some of the most common accidental injuries and the additional benefits that the plan pays:

Additional Accident Benefit	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Fracture Benefit	\$625-2500	\$1,250-\$5,000	\$1,250-\$5,000	\$1,875-\$7,500	\$2,500-\$10,000
Dislocation Benefit	\$750-\$1,500	\$1,000-\$2,000	\$1,000-\$2,000	\$1,250-\$2,500	\$1,250-\$2,500
Burn Benefit	\$2,500-\$10,000	\$3,750-\$15,000	\$3,750-\$15,000	\$5,000-\$20,000	\$6,250-\$25,000

Critical Illness Coverage Built In

- ❑ In addition to the great benefits that the Standard Limited Benefit pays this plan includes a lump sum payment upon first diagnosis of cancer, heart attack, stroke and more.
- ❑ According to the AMA we have a 70% or greater chance of being diagnosed with cancer or having a heart attack or stroke in our lifetime.
- ❑ Below is a chart of some of the most common critical illnesses and the additional benefit that the plan pays:

Critical Illness Lump Sum Benefit	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Invasive Cancer	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
Cancer In Situ	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Heart Attack	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
Stroke	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
Heart Transplant	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
Coronary Bypass Surgery	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Angioplasty	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Aortic Surgery	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Heart Valve Replacement	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Heart Valve Repair	\$1,250	\$1,250	\$1,250	\$2,500	\$2,500
Coma	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
Paralysis	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000
End-Stage Renal Failure	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000

Prescription Drug Coverage

This plan does NOT provide any prescription drug coverage. But that doesn't mean that your client still can't find affordable options:

- ❖ Did you know that over 90% of all generic prescriptions are already under \$10 at most pharmacies and are \$4 at Walmart?
- ❖ Your clients can save 10 to 50% off of their prescriptions by simply printing out a coupon from goodrx.com. This site will also compare all pharmacies and the prices that they charge so your client can make an informed buying decision.
- ❖ If your client needs to purchase a non-narcotic based drug that is expensive in the U.S. they can save 50% to 90% by purchasing those prescriptions from a Canadian Online Pharmacy. These online pharmacies offer name brand prescription drugs at heavily discounted rates. A three month supply of prescriptions like Actos, Advair, Crestor, Plavix and others can be purchased online for the same price as just a 30 day supply in the U.S.

Rates - Individual

INDIVIDUAL					
AGE	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
18-39	\$ 47.00	\$ 74.00	\$ 96.00	\$ 120.00	\$ 178.00
40-44	62.00	102.00	131.00	167.00	246.00
45-49	73.00	119.00	154.00	197.00	287.00
50-54	89.00	146.00	188.00	243.00	353.00
55-59	105.00	172.00	222.00	289.00	418.00
60-64	132.00	219.00	284.00	372.00	538.00
65-69	186.00	315.00	417.00	553.00	801.00
70-74	231.00	398.00	528.00	706.00	1,021.00

Rates - Individual & Spouse

INDIVIDUAL + SPOUSE

AGE	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
18-39	\$ 88.00	\$ 143.00	\$ 187.00	\$ 235.00	\$ 351.00
40-44	119.00	197.00	256.00	328.00	484.00
45-49	139.00	231.00	299.00	386.00	566.00
50-54	170.00	283.00	368.00	477.00	696.00
55-59	204.00	338.00	438.00	573.00	832.00
60-64	261.00	437.00	568.00	750.00	1,084.00
65-69	369.00	630.00	834.00	1,110.00	1,609.00
70-74	462.00	798.00	1,060.00	1,421.00	2,055.00

Rates - Individual and Children

INDIVIDUAL + CHILD(REN)

AGE	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
18-39	\$ 98.00	\$ 157.00	\$ 208.00	\$ 261.00	\$ 386.00
40-44	118.00	191.00	252.00	319.00	470.00
45-49	124.00	201.00	264.00	336.00	494.00
50-54	135.00	219.00	288.00	369.00	540.00
55-59	145.00	237.00	311.00	401.00	584.00
60-64	171.00	283.00	371.00	484.00	702.00
65-69	232.00	390.00	519.00	682.00	992.00
70-74	278.00	474.00	631.00	836.00	1,213.00

Rates - Individual and Family

INDIVIDUAL + FAMILY

AGE	PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
18-39	\$ 150.00	\$ 243.00	\$ 323.00	\$ 406.00	\$ 604.00
40-44	186.00	305.00	403.00	513.00	758.00
45-49	202.00	331.00	436.00	557.00	820.00
50-54	225.00	370.00	487.00	627.00	918.00
55-59	251.00	414.00	541.00	703.00	1,023.00
60-64	304.00	506.00	662.00	868.00	1,259.00
65-69	410.00	697.00	924.00	1,225.00	1,779.00
70-74	503.00	865.00	1,151.00	1,535.00	2,224.00

Rate comparison On / Off exchange

The comparison below compares a popular exchange plan with a Standard Limited Medical plan. This is a family of four living in Houston, TX. Their household income is \$65,000 which qualifies them for a low level subsidy. Off-exchange plans are the only option for this family.

Family of 4 living in Houston, TX 77002 with a household income of \$65,000. Parents age 42, children 5 & 7.

Standard Plan

- Level 3 Plan	\$403.00
- Obama Care Penalty(1%)	<u>\$ 54.16</u>
TOTAL	\$457.16

Exchange Plan

Bronze 6350 Ded, \$12,700 OPM \$645.28

TOTAL SAVINGS OF \$2,257.44

This was not the best example of savings, this was an average example of savings over an exchange plan. You can utilize some of the \$2,200 in savings to add additional supplemental coverage for the family.

* Using this example the savings ranged from \$1,253 to over \$5,000 depending on the plan that was selected

Exclusions and Limitations

- ❖ **WAITING PERIOD:** Loss caused by or relating to sickness will not be covered for the first 30 days after the effective date.
- ❖ **PRE-EXISTING CONDITION:** Loss caused by or relating to a Pre-Existing Condition is not covered for the first 12 months after the effective date of each covered person.
- ❖ **EXCLUSIONS:** No coverage shall be provided and no benefits will be paid for any loss resulting in whole or in part from, or contributed to, or as a natural and probable consequence of any of the following:
 - Suicide or self-inflicted injury
 - Acts of war or terrorism
 - Intoxication or blood alcohol level above .08
 - Commission or attempt to commit a felony
 - Services or supplies received outside the U.S.
 - Dental care or treatment
 - Refractive correction, eye fraction
 - Pregnancy or maternity, excludes complications
 - Participating in hazardous activities
 - Custodial institution, domiciliary care or rest cures
 - Travel or flight in a privately owned airplane
 - Full-time active duty military
 - Voluntary illegal drug use
 - Services & supplies that are otherwise free
 - Cosmetic or elective surgery
 - Items covered by Workers Comp or Liability
 - Fitting of eye or ear devices
 - Participating in hazardous occupations
 - Weight reduction or treatment of obesity
- ❖ **RENEWABILITY:** Policy is guaranteed renewable to age 65 which means the policyholder may non-renew coverage with advance notice. Premiums are subject to change.

*This is partial list used for educational purposes only, actual plan exclusions and limitations should be taken from the carrier application and plans directly.

Submitting The Application

There are two ways to submit a completed application to Standard:

1.) Telephone submission: Simple call (866) 861-7304 Monday through Friday 8am to 4:40pm CST and a licensed customer service representative will take the application from the client over the phone. The advantage of submitting the application this way is that you do NOT have to complete the verification call. You can either stay on the line or drop off while the customer service representative completes the submission.

2.) PDF Application and Electronic Upload: Standard has several different PDF applications that are broken down by state. Before you begin to sell this product you should log into www.slaico.com and download all appropriate state applications. There are three parts to submitting an application in this way:

- ✓ With the client on the phone complete the PDF application. Be thorough, as an example “Self Employed” would not be a specific answer and would get your application held up in underwriting.
- ✓ Call the verification number on the top of the verification script and complete the appropriate verification with the client. Be sure to write or type the recording number on the PDF application while you’re on the phone.
- ✓ Through your www.slaico.com portal upload the completed application.

Thank You for attending the Standard Life & Accident Limited Medical Plan training.

Should you have any additional questions please ask your manager or trainer.