

# Complete Healthcare Coverage for Small Businesses

A guide to new innovative health plans designed for small businesses.

If your  
company has  
2 or more  
employees,  
this guide is  
for you!



myhealthily.com | (888) 219-7952 | support@myhealthily.com

# You CAN afford to offer your employees healthcare coverage!

## **Complete Healthcare Coverage Solutions**

MyHealthily's unique approach to healthcare makes it affordable and easy. By using non-insurance tools (like telehealth) to reduce claims and offering out of the box ACA compliant plans – we've designed a way to offer Fortune 500 benefits to small companies.

## **Enroll Anytime**

With no open enrollment period, you can signup for coverage anytime.

## **The Right Coverage**

By comparing plans from nation carriers, we will find the right healthcare coverage for your company's specific needs. MyHealthily also offers a complete suite of ancillary products including dental, vision, life, and much more.





# Let's Get Started!

This guide will cover relevant information on types of plans, and how MyHealthily is able to offer affordable healthcare coverage options with WOW customer service.

1. Community Rated vs Medically Underwritten
2. Health Plans Overview
3. How Level Funding Works
4. Money Saving Tools



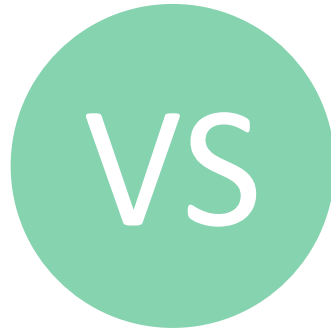
# Community Rated vs Medically Underwritten

Here's the difference between a Community Rated plan, and a Medically Underwritten plan. We have creative solutions for companies of all sizes, and this will help illustrate what healthcare plans will be right for your company.

## Medically Underwritten

Medical underwriting is the use of medical or health information in the evaluation of an applicant for coverage. Employees fill out an IMQ which are used to accurately determine rates.

Medically underwritten plans reward good claims experience, healthy lifestyle choices, and enable some control over your medical costs. Through initiatives like employee education, wellness programs, pharmacy discounts, and telehealth services you reap the rewards of a good claim year not your insurance company.



## Community Rated

Community rated plans requires health insurance companies to offer health insurance policies within a given geographic location at similar price points to all persons regardless of their health history.

In community rated plans you cannot get access to your claims experience. This means you have no data to know if the insurer is overcharging you for coverage. This is the primary factor behind the runaway costs of health insurance.



# Health Plans Overview

The next few pages will breakdown the 3 different types of health insurance plans. This includes an overview and highlights the pros and cons of each plan.

**ACA Community Rated**

VS

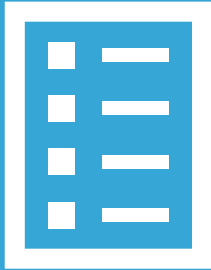
**Self-Insured**

VS

**Level-Funded**



# What is an ACA Community Rated Health Plan?



## Overview

- Employer pays fix monthly cost
- Premium covers profits, administrative cost, and claims funding
- Community rated

## Pros



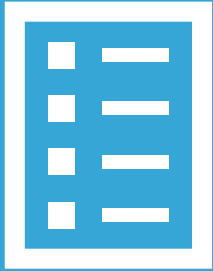
- Fixed monthly costs
- Less risk

## Cons



- Premiums are higher on average
- No control over yearly premium increases
- No insight into claims usage

# What is Self-Insured Health Plan?



## Overview

- Employer pays for all claims out of pocket
- Rent out network and hire Third Party Administrator (TPA)
- Purchase stop-loss insurance for catastrophic claims

## Pros



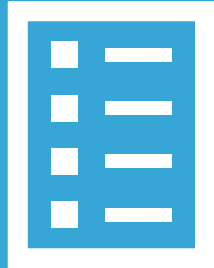
- Lower average premium costs
- Potential for greater savings
- Greater insight into claims usage
- Better opportunities to control costs
- Less federal regulations
- No state levied premium taxes

## Cons



- Greater risk
- Meant for larger businesses
- Potential for volatility, unpredictability

# What is a Level-Funded Health Plan?



## Overview

- Employer pays a set monthly premium which cannot increase due to unfavorable claim history
- Premium covers stop-loss, administrative services, and claims funding
- A percentage of unused claims are reimbursed each year
- No Risk to the employer or employee with level-funding as opposed to self-funding
- Standard Medical Questionnaires can result in premium savings of 20% or more compared to traditional community rated plans

## Pros



- Medically underwritten
- Fixed premium cost throughout the year
- Lower premiums than comparable ACA Community Rated plans
- Insight into claims usage
- Better opportunities to control costs
- Less federal regulations
- No state levied premium tax
- Good claims performance can lead to refunds

## Cons



- Generally uncompetitive for unhealthy groups
- Minimum employee counts differ by state



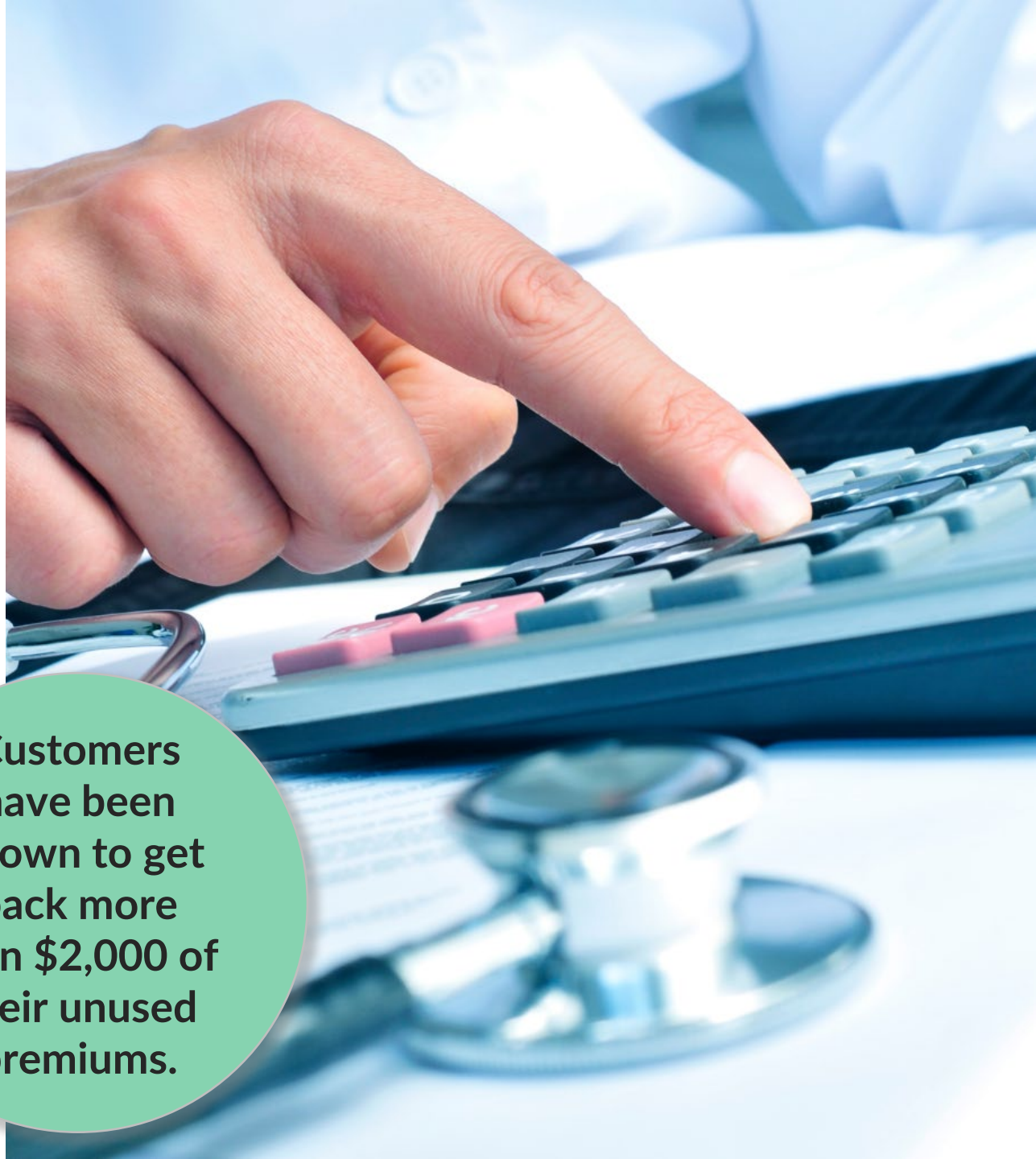
ACA Community Rated Health Plan	Self-Insured Health Plan	Level-Funded Health Plan
<ul style="list-style-type: none"> <li>• Employer pays fix monthly cost</li> <li>• Premium covers profits, administrative cost, and claims funding</li> <li>• Community rated</li> </ul>	<ul style="list-style-type: none"> <li>• Employer pays for all claims out of pocket</li> <li>• Rent out network and hire Third Party Administrator (TPA)</li> <li>• Purchase stop-loss insurance for catastrophic claims</li> </ul>	<ul style="list-style-type: none"> <li>• Employer pays a set monthly premium</li> <li>• Premium covers stop-loss, administrative services, and claims funding</li> <li>• A portion of unused claims are refunded each year</li> </ul>
<b>PROS</b> <ul style="list-style-type: none"> <li>• Fixed monthly costs</li> <li>• Less risk</li> </ul>	<b>PROS</b> <ul style="list-style-type: none"> <li>• Lower average premium costs</li> <li>• Potential for greater savings</li> <li>• Greater insight into claims usage</li> <li>• Best opportunities to control costs</li> <li>• Less federal regulations</li> </ul>	<b>PROS</b> <ul style="list-style-type: none"> <li>• Medically underwritten</li> <li>• Fixed premium cost throughout the year</li> <li>• Lower premiums than comparable ACA Community Rated plans</li> <li>• Insight into claims usage</li> <li>• Better opportunities to control costs</li> <li>• Less federal regulations</li> <li>• Good claims performance can lead to refunds</li> </ul>
<b>CONS</b> <ul style="list-style-type: none"> <li>• Inefficient way to finance risk</li> <li>• Premiums are higher on average</li> <li>• No control over yearly premium increases</li> <li>• No insight into claims usage</li> </ul>	<b>CONS</b> <ul style="list-style-type: none"> <li>• Greater risk</li> <li>• Meant for larger businesses</li> <li>• Potential for volatility, unpredictability</li> <li>• Consistent poor claims history can limit stop loss options</li> </ul>	<b>CONS</b> <ul style="list-style-type: none"> <li>• Generally uncompetitive for unhealthy groups</li> <li>• Minimum employee counts differ by state</li> </ul>

# How Level-Funding Works

With level-funded health plans, you have more control. Available in **multiple levels** you choose the right plan for you.

At the end of each policy period, the carrier looks at the plan's claim activity (how much the plan was used). If there are less claims dollars used than expected, you'll be **eligible for a dividend of unused premium dollars up to 50%!**

If there are more claims dollars used than expected **Stop Loss Coverage** protects your bottom line.

A close-up photograph of a hand with a light skin tone using a silver and black calculator. The hand is positioned over the calculator, with the index finger pressing a button. In the background, a silver stethoscope is visible, resting on a white surface. The overall image has a blue tint.

Customers have been known to get back more than \$2,000 of their unused premiums.

# Money Saving Tools



## **An Engaged Workforce Saves You Money!**

This suite of non-insurance benefits limits claims towards your plan saving you and your team throughout the year.

## **Start with Prosper Benefits when you need a...**

- Doctor
- Counselor
- Health consultant
- Prescription filled
- And more – see next page!

## **Engagement Support**

We will help you keep your employees engaged through email reminders, printouts for the office, and more.



**For all  
members  
and their  
families!**





**Free with  
all level  
funded  
plans!**



### **Telemedicine – with \$0 Copay**

Now have 24/7 access to a doctor with a \$0 visit fee for general medical issues. You can talk to a doctor by phone or online video to get a diagnosis, treatment options and prescription, if medically necessary.



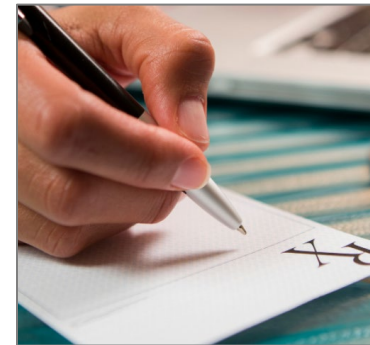
### **Health Advocate Solutions**

Personal Health Advocates help you navigate the insurance and healthcare systems. Everything from medical bills and insurance claims to clarifying benefits, answering questions, and much more.



### **Telephonic EAP**

Call for help with depression, stress, family or relationship conflicts, substance abuse, debt, help finding services for your children or elderly parents, legal and financial concerns, grief, loss, and more.



### **Prescription Discounts**

Make sure you're always getting the best deal on your prescriptions with deep discounts through New Benefits Rx. Save up to 85% on most prescriptions at 60,000 retail pharmacies nationwide and through home delivery.



# Our Clients Love Us!



We are seeing a savings of 25% off our prior premiums, while moving from a \$6,000 deductible to \$0. We are excited for our members to use this benefit and save like us.

**Donna G.**  
President  
Cape Coral Chamber of Commerce



As a new ER veterinary clinic, it was next to impossible to be able to offer good and affordable health insurance for our employees. Working with MyHealthily was seamless, all questions were answered, and I was guided to make the best decisions for my team.

**Kara N.**  
Medical Director  
Allied ER Veterinary Services



The MyHealthily team were very professional! They were extremely conscious of my time's value which is something I highly respect and sincerely appreciate.

**Kittie K.**  
CFO  
Fun Again Logistics

# Learn How We Can Help Your Business

For WOW service, schedule a call at a time that's convenient for you with one of our Trusted Advisors. They'll answer any questions you may have and will be happy to walk you through your quote.

**Schedule a Call**



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**No open  
enrollment  
periods -  
enroll  
anytime!**

## **About MyHealthily**

MyHealthily exists to educate and provide affordable healthcare coverage to small businesses. We help to create a plan to reduce medical costs in the future, while coaching small businesses on how to lower their number of claims and admin costs throughout the year.

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