

**2018 HEALTH**  
MEETING  
JUNE 25-27 • AUSTIN, TX

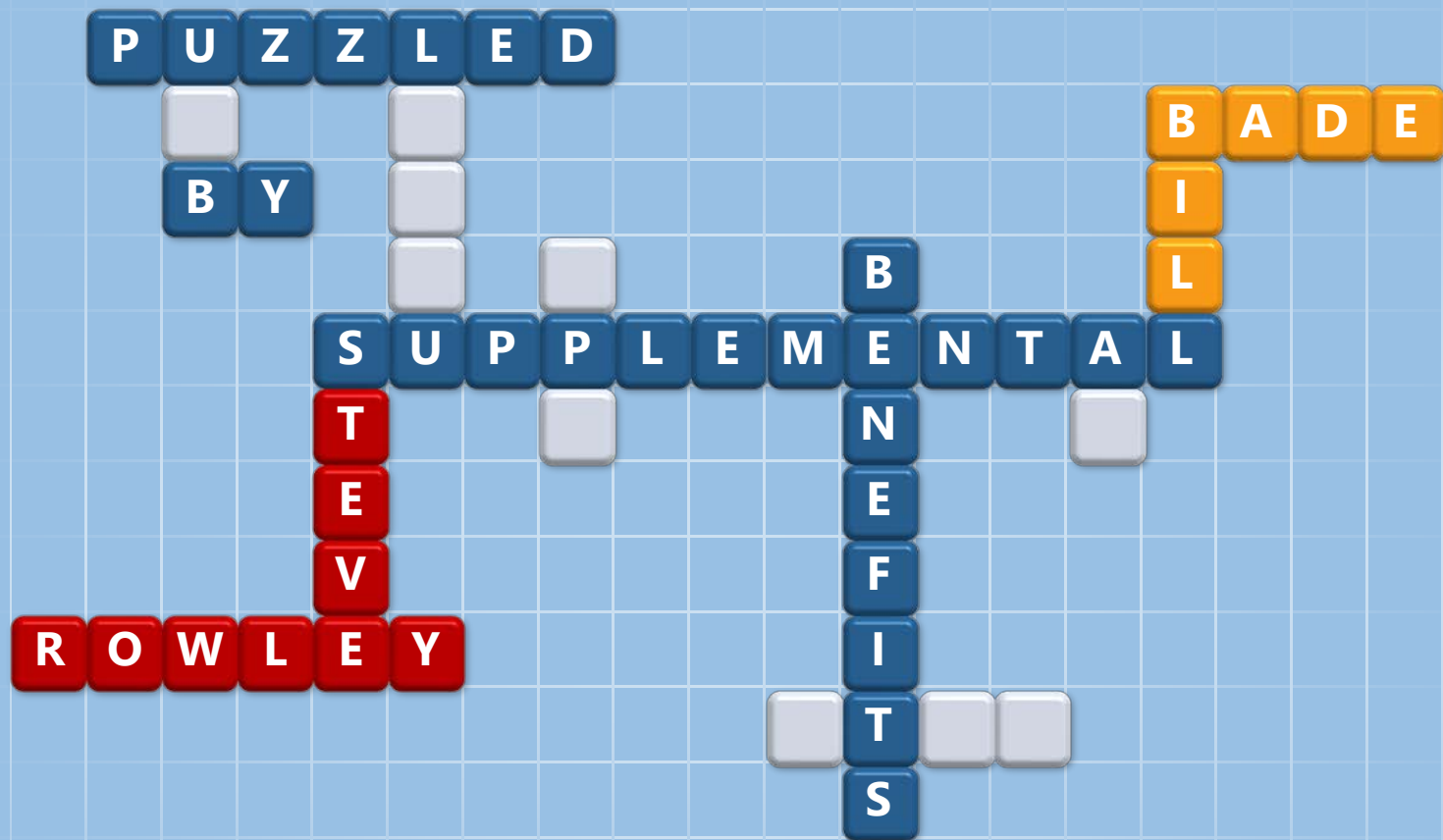


## **Session 13IF, Puzzled By Supplemental Benefits?**

**Moderator/Presenter:**  
Stephen Rowley

**Presenters:**  
William S. Bade, FSA, MAAA  
Stephen Rowley

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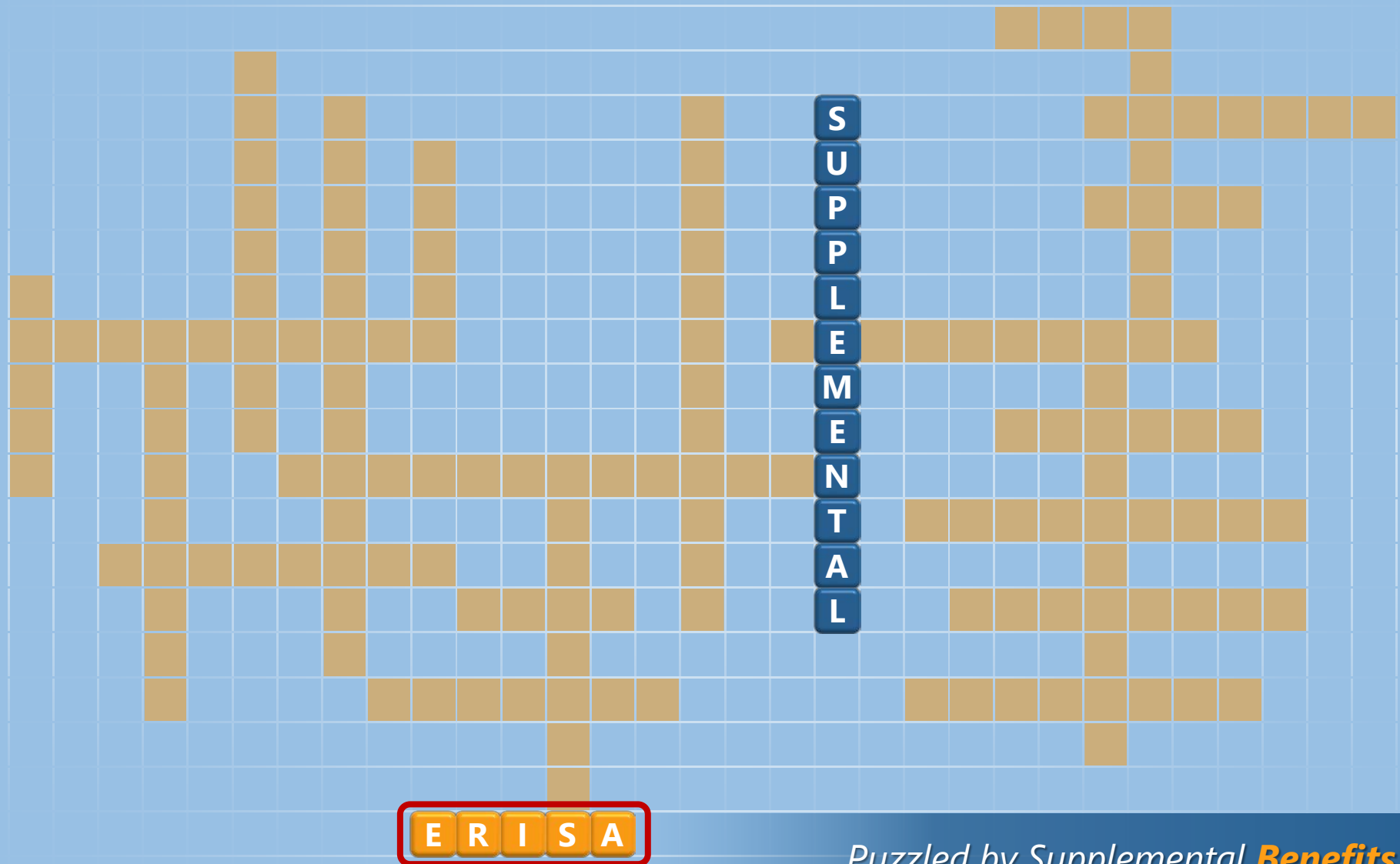


1. The most common \_\_\_\_\_ benefits are Critical Illness, Accident, and Hospital Indemnity insurance.

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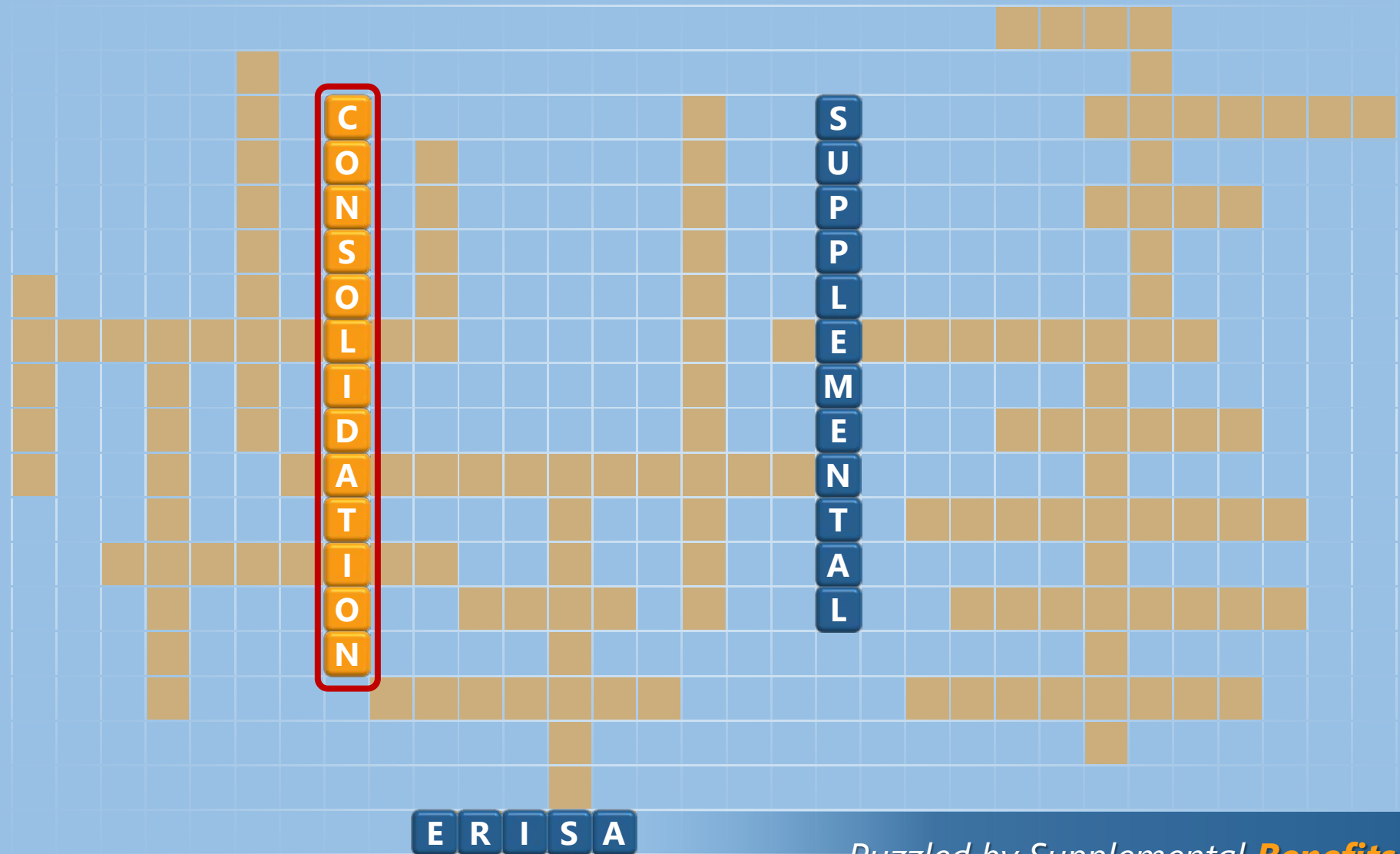
*Puzzled by Supplemental **Benefits**?*

2. \_\_\_\_ is the federal law that allows employers to market employer-sponsored plans, but which requires additional reporting.



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3. The ACA led to a period of growth in supplemental products followed by \_\_\_\_\_.



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4. The 2018 IRS guidelines for High \_\_\_\_\_ Health Plans can leave insured individuals with out-of-pocket costs as high as \$6,550.

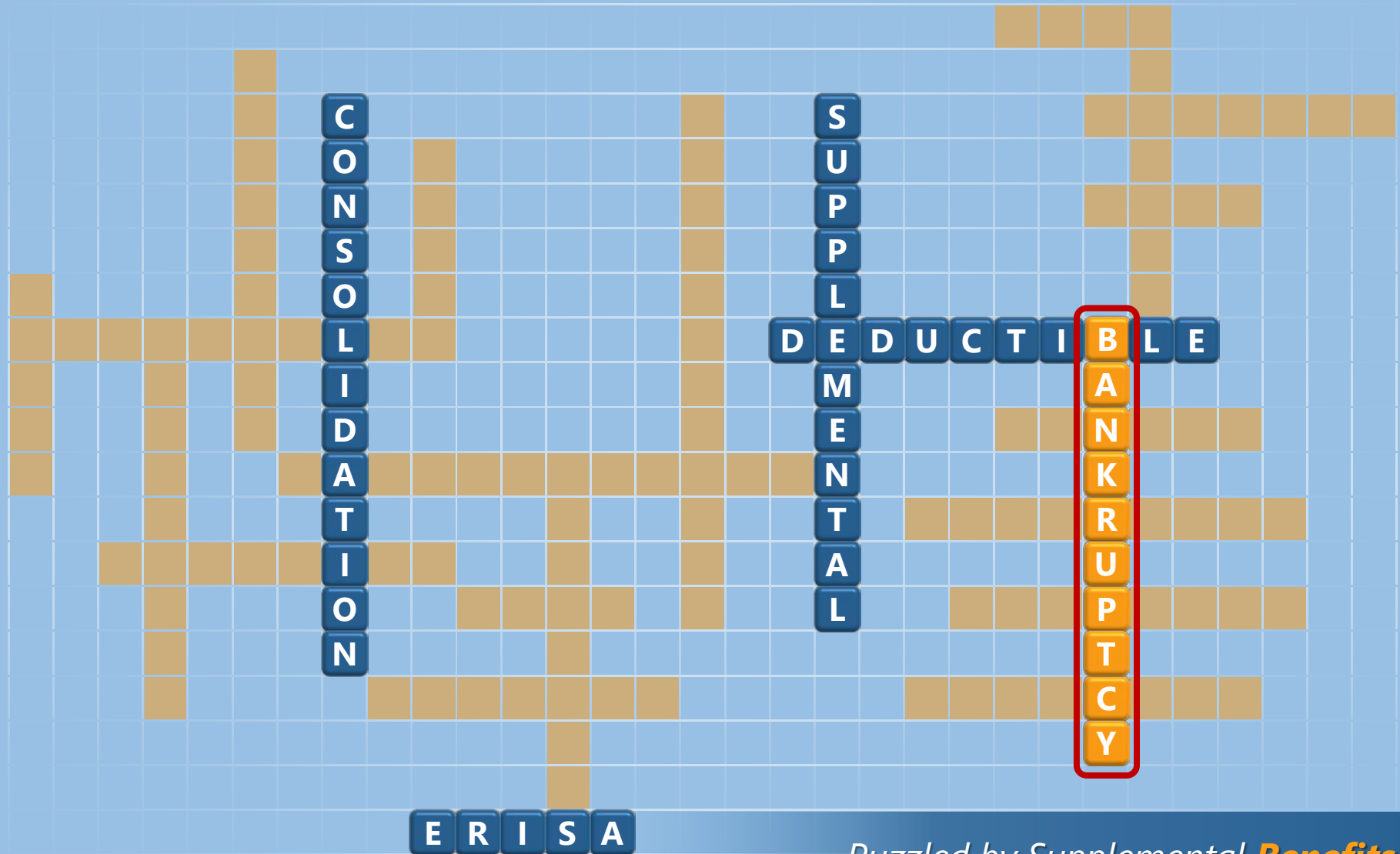
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5. Medical bills are the most common reason cited for \_\_\_\_\_ in the United States.



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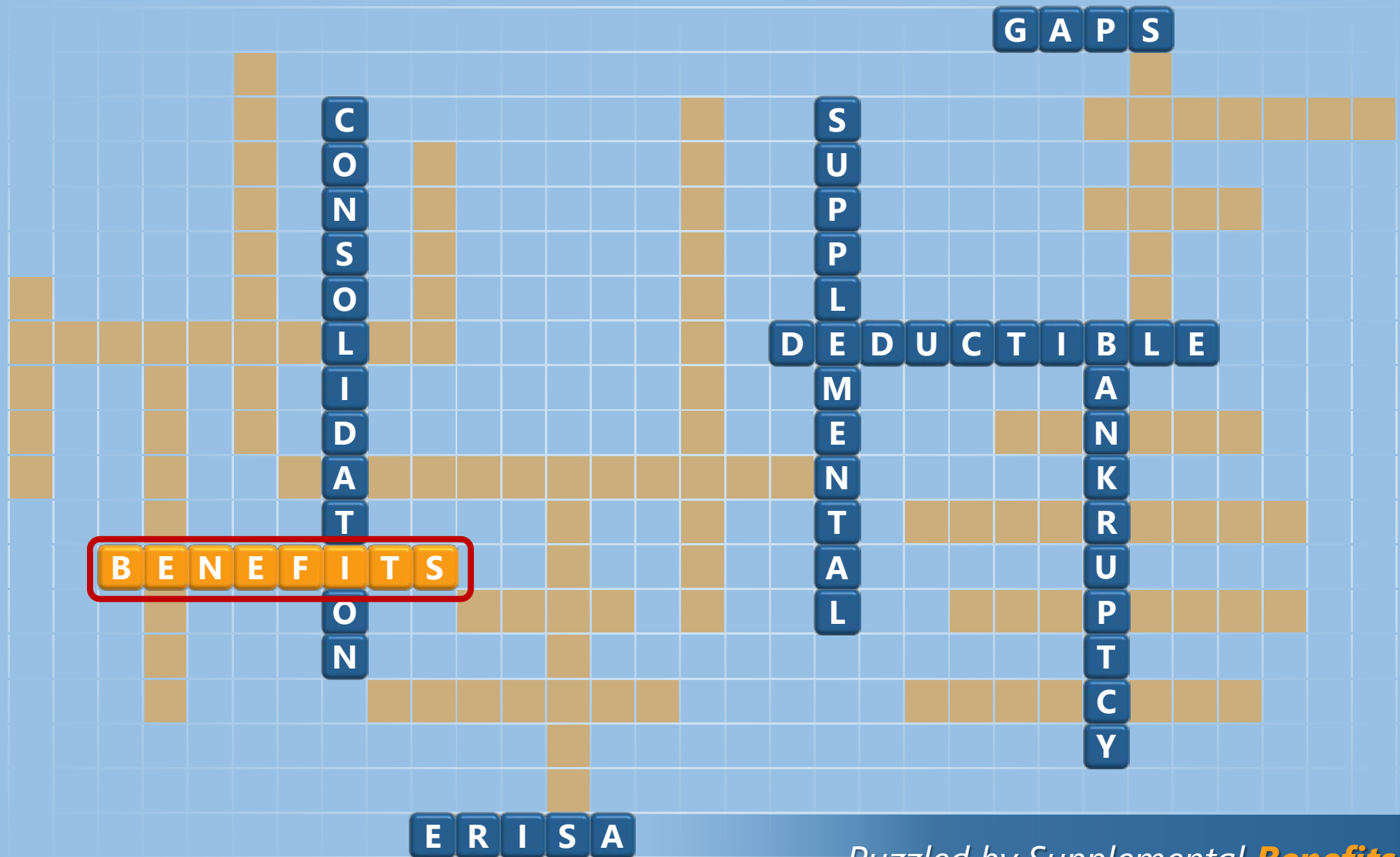
6. Supplemental benefits are normally sold to help people cover the \_\_\_\_ inherent in other forms of coverage.



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7. In order to successfully sell supplemental products, it is important to focus more on the \_\_\_\_\_ of the coverage rather than the features.



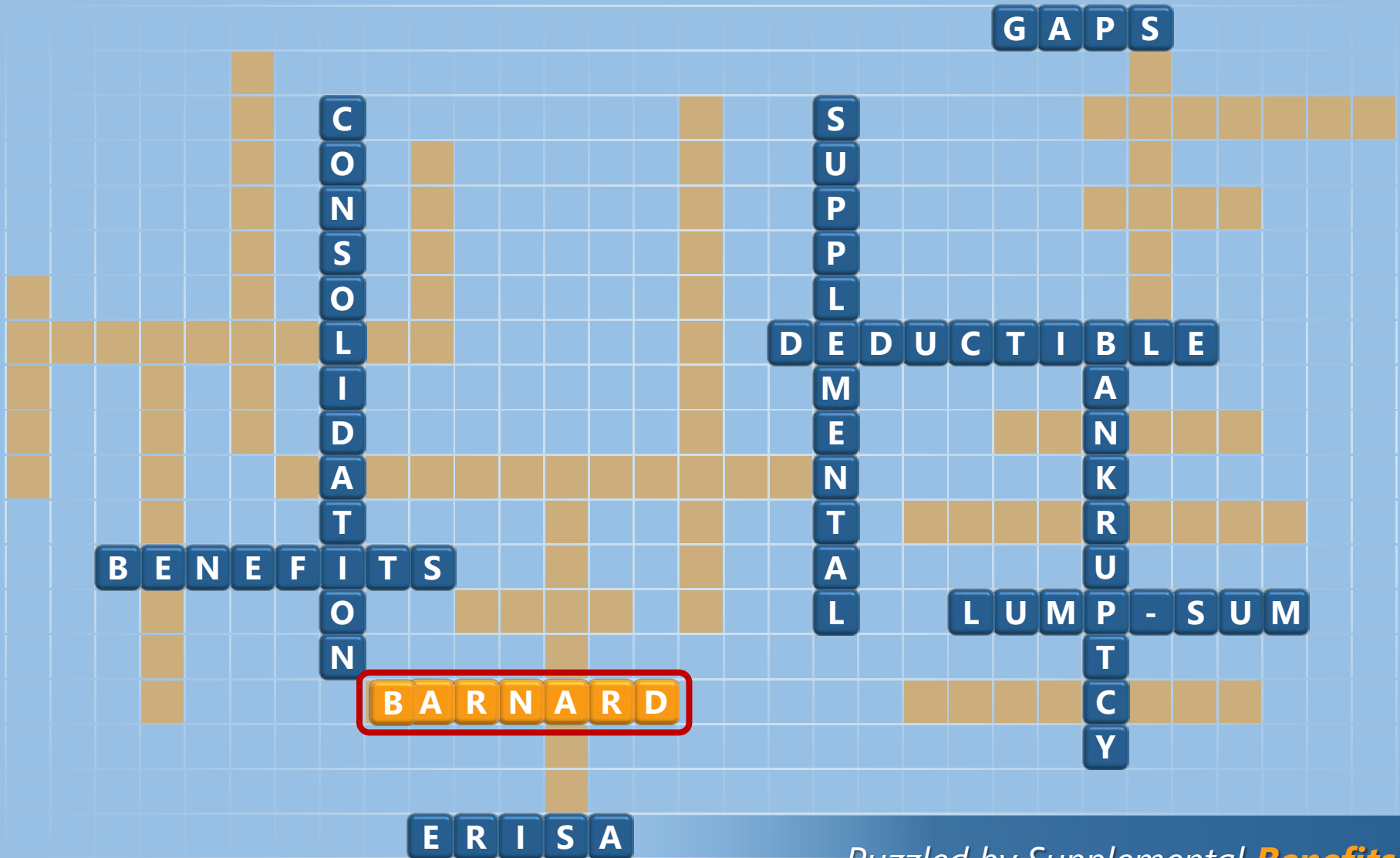
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8. Critical Illness insurance pays a \_\_\_\_-\_\_ benefit upon diagnosis of a covered illness.



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9. Dr. Marius \_\_\_\_\_ is known as the Father of Critical Illness Insurance.



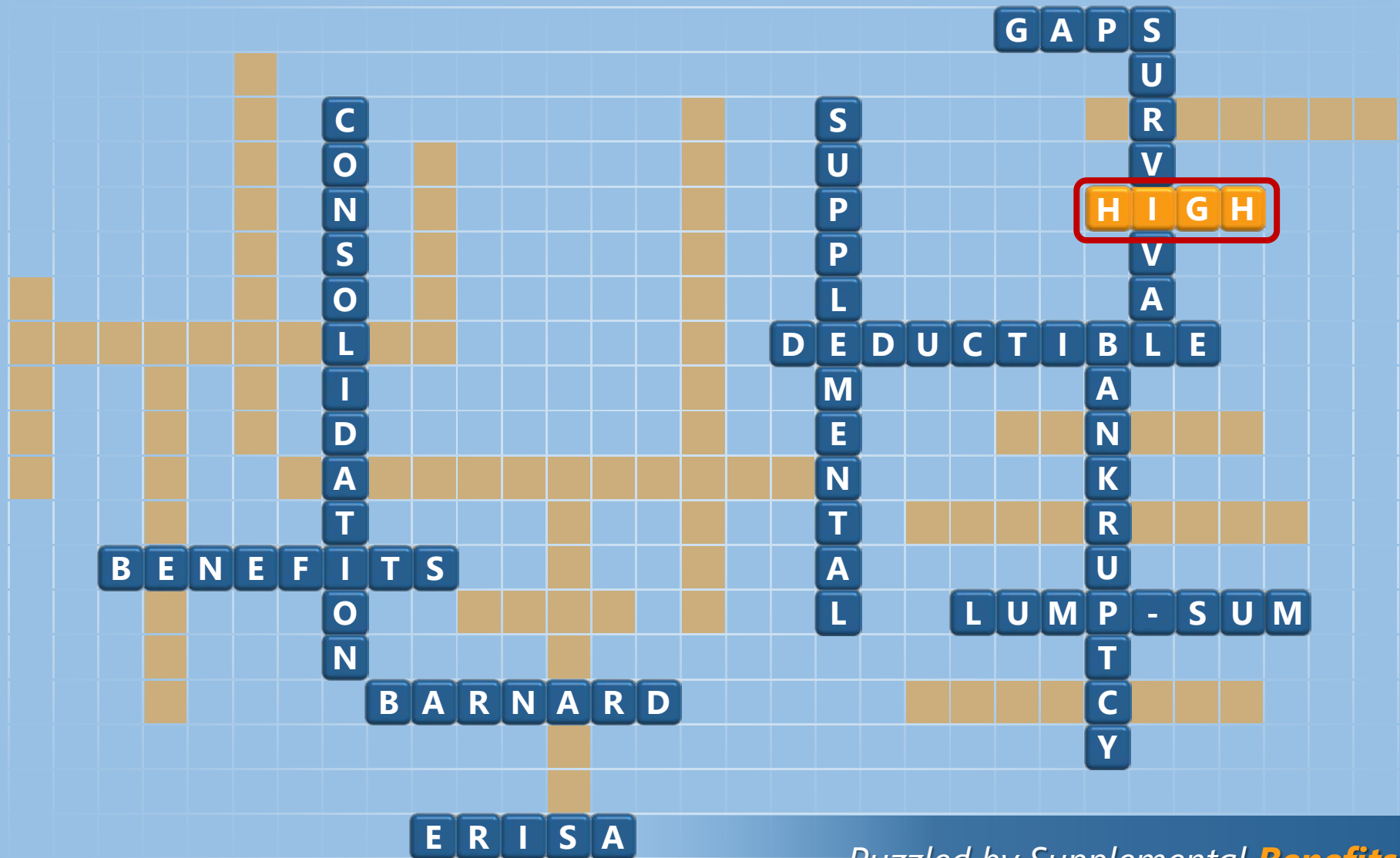
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10. Critical Illness insurance was developed to help patients with the high cost of \_\_\_\_\_.



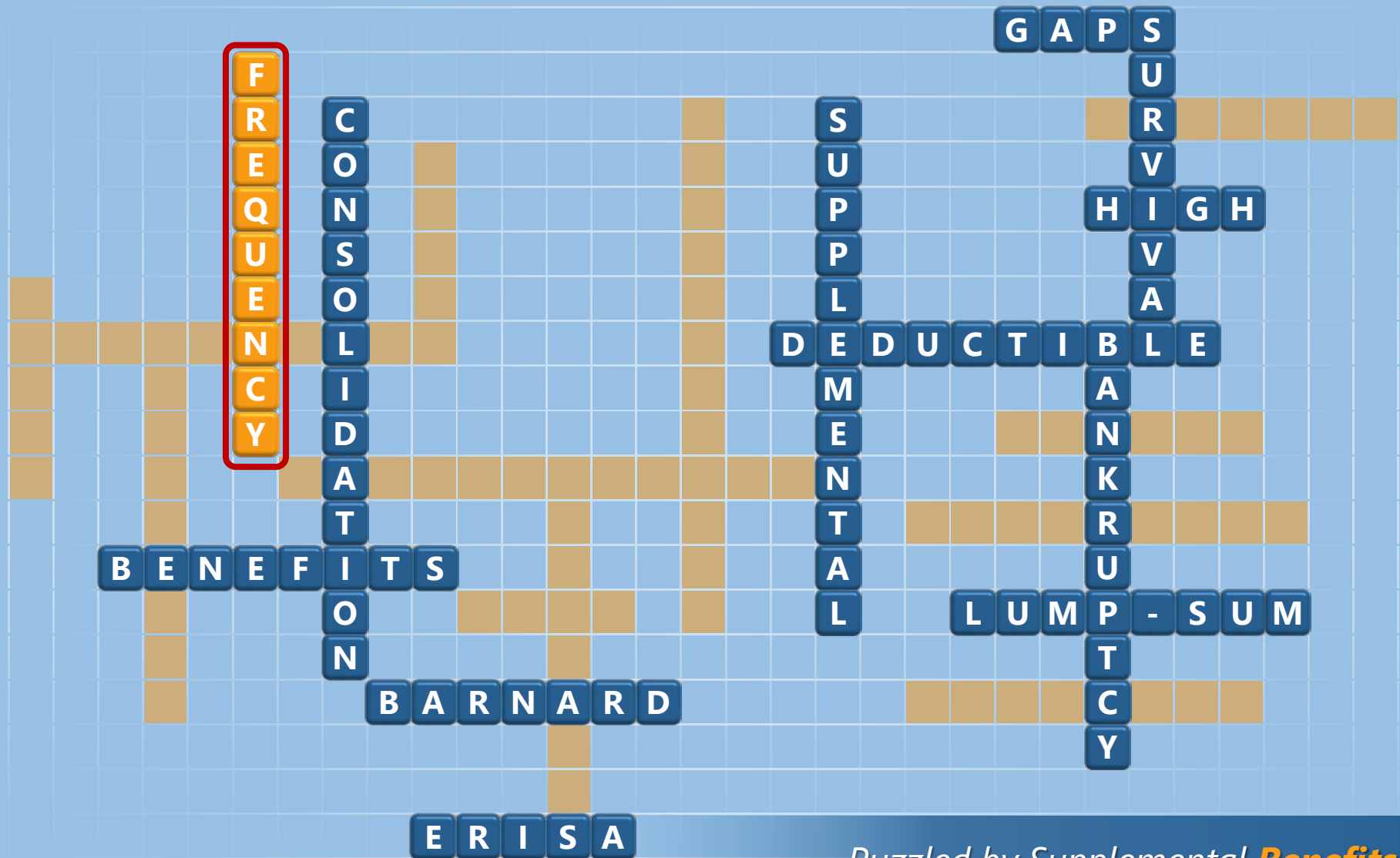
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11. Base Critical Illness insurance provides protection for low frequency, \_\_\_\_ cost events.



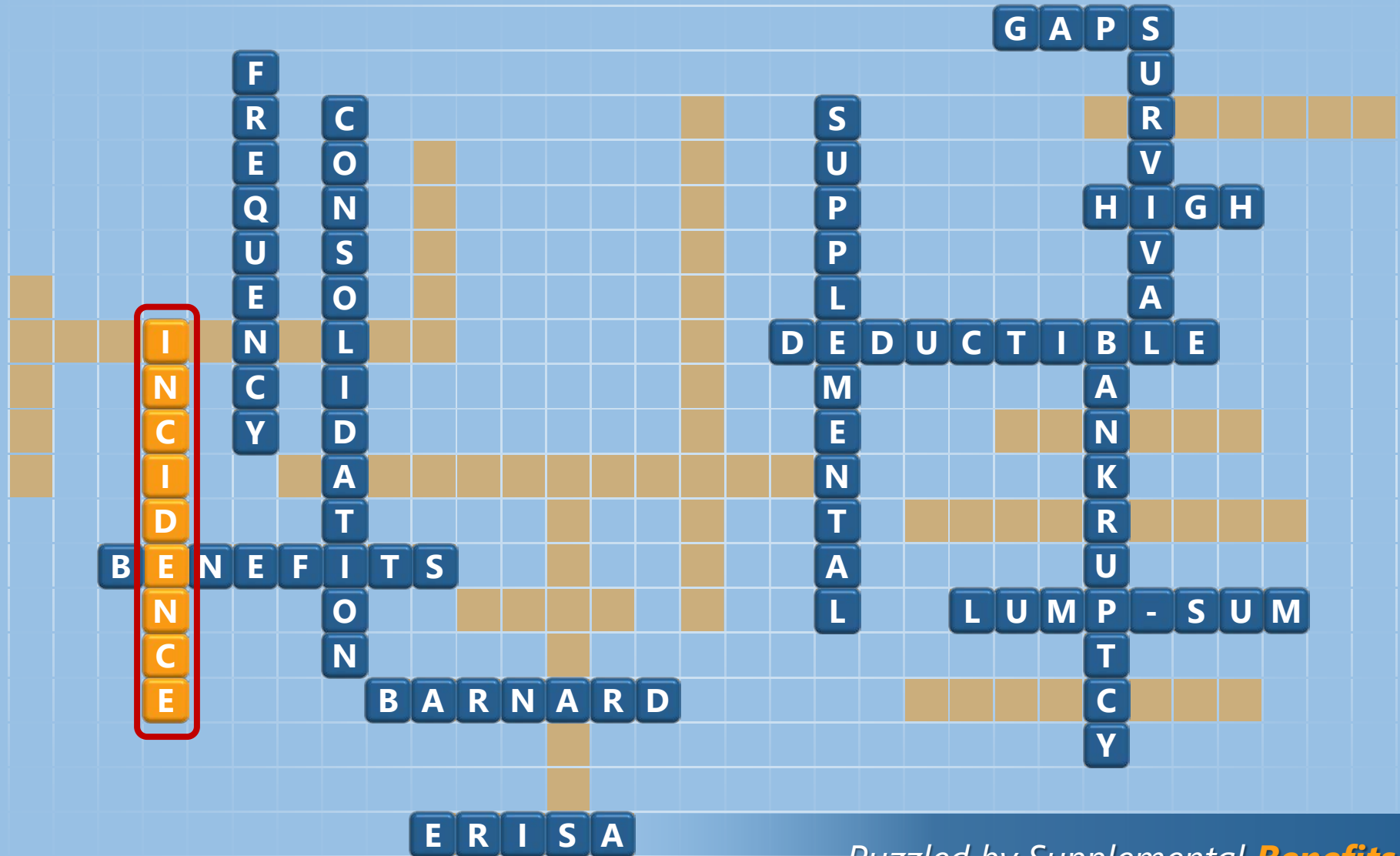
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12. Unlike Critical Illness insurance, Accident insurance can be structured to pay for low cost, high \_\_\_\_\_ events.



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13. Unlike Life, Disability, and Long Term Care products which are outcome based, Critical Illness, Accident, and Hospital Indemnity are \_\_\_\_\_ based products.



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14. Group insurance is usually either guaranteed renewable or \_\_\_\_\_ renewable.



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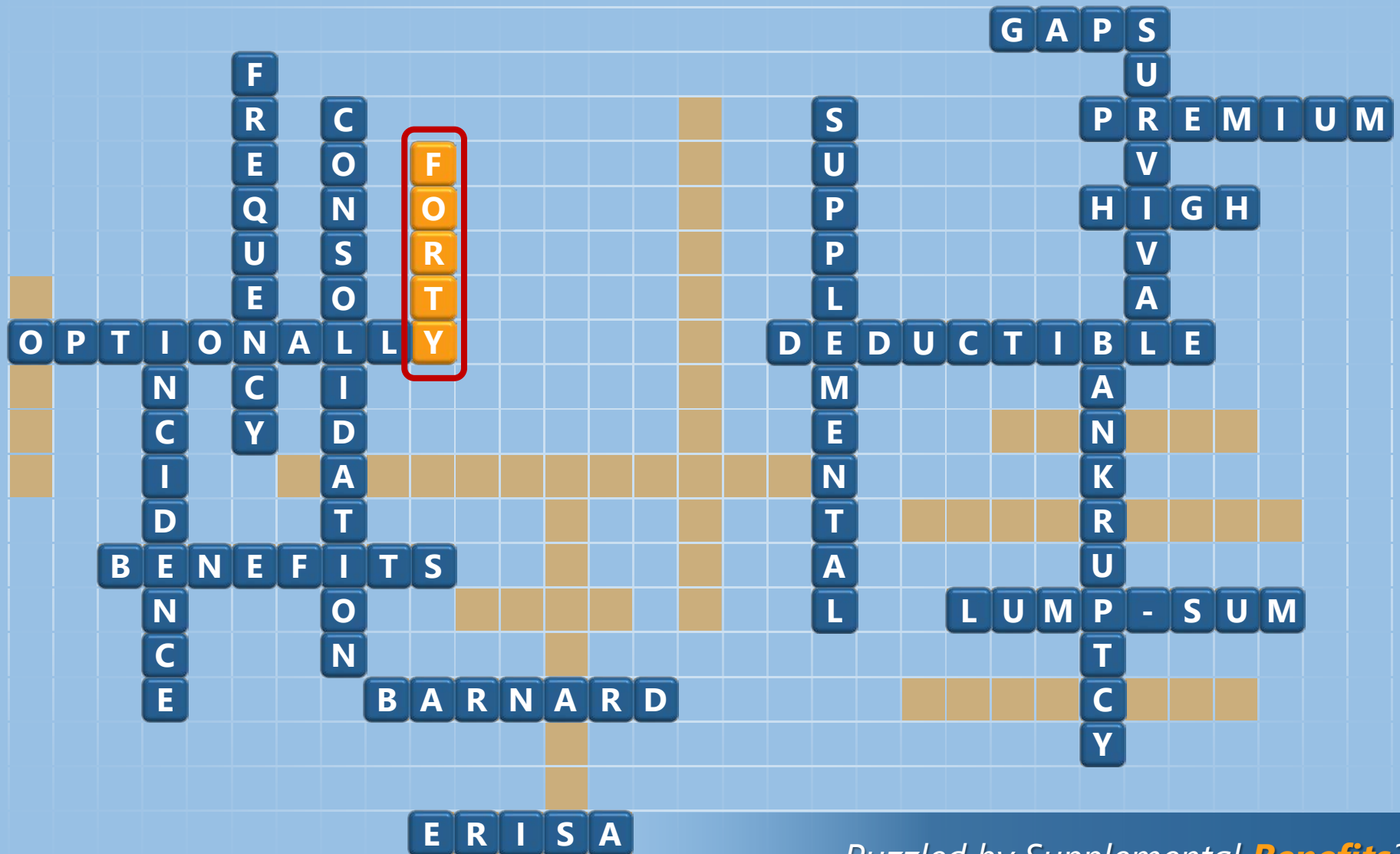


15. Across Accident, Critical Illness, and Hospital Indemnity products, Accident usually has the lowest \_\_\_\_.



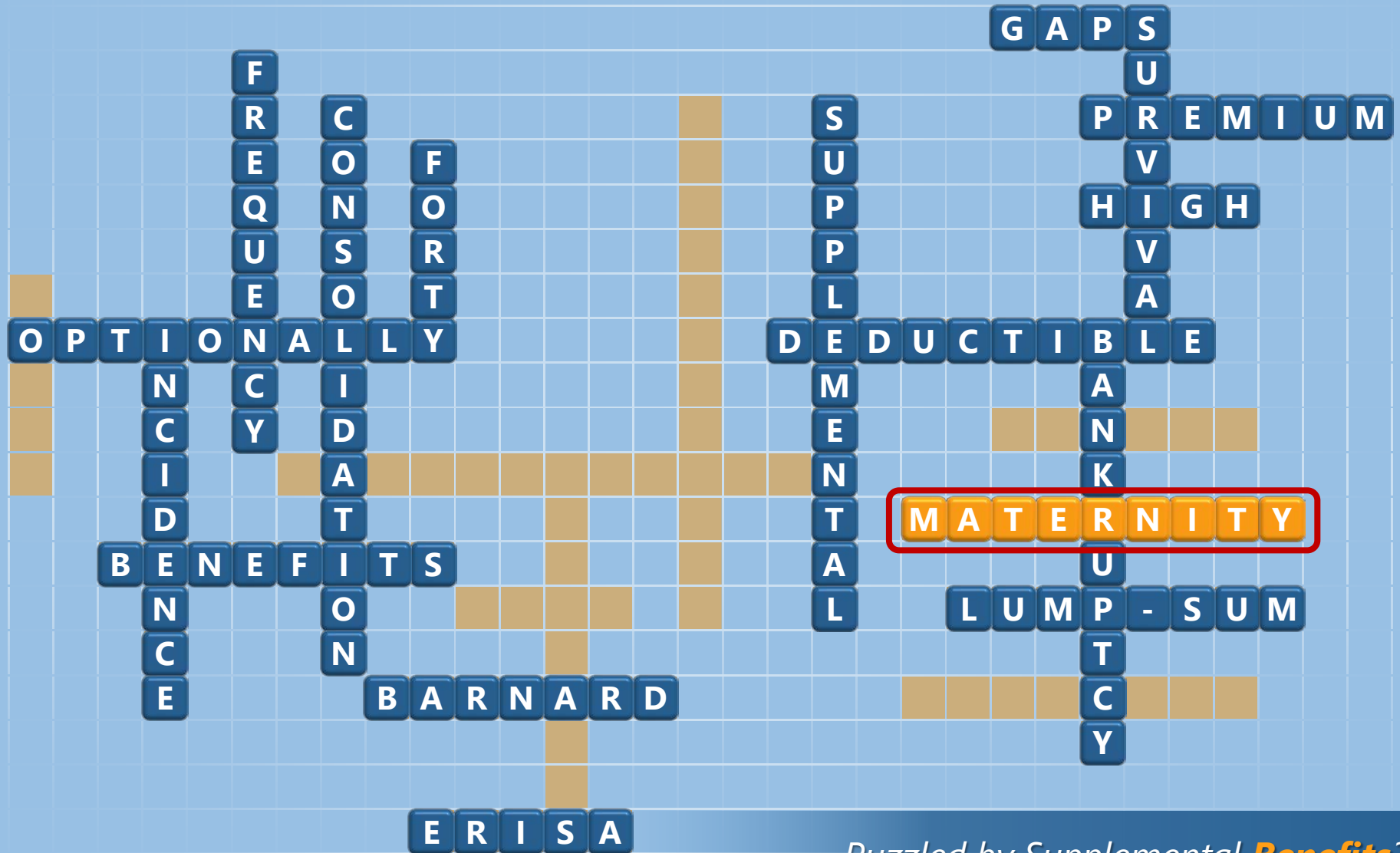
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**16. Up to \_\_\_\_ or more benefits/benefit triggers can be found in today's Accident, Critical Illness, and Hospital Indemnity products.**



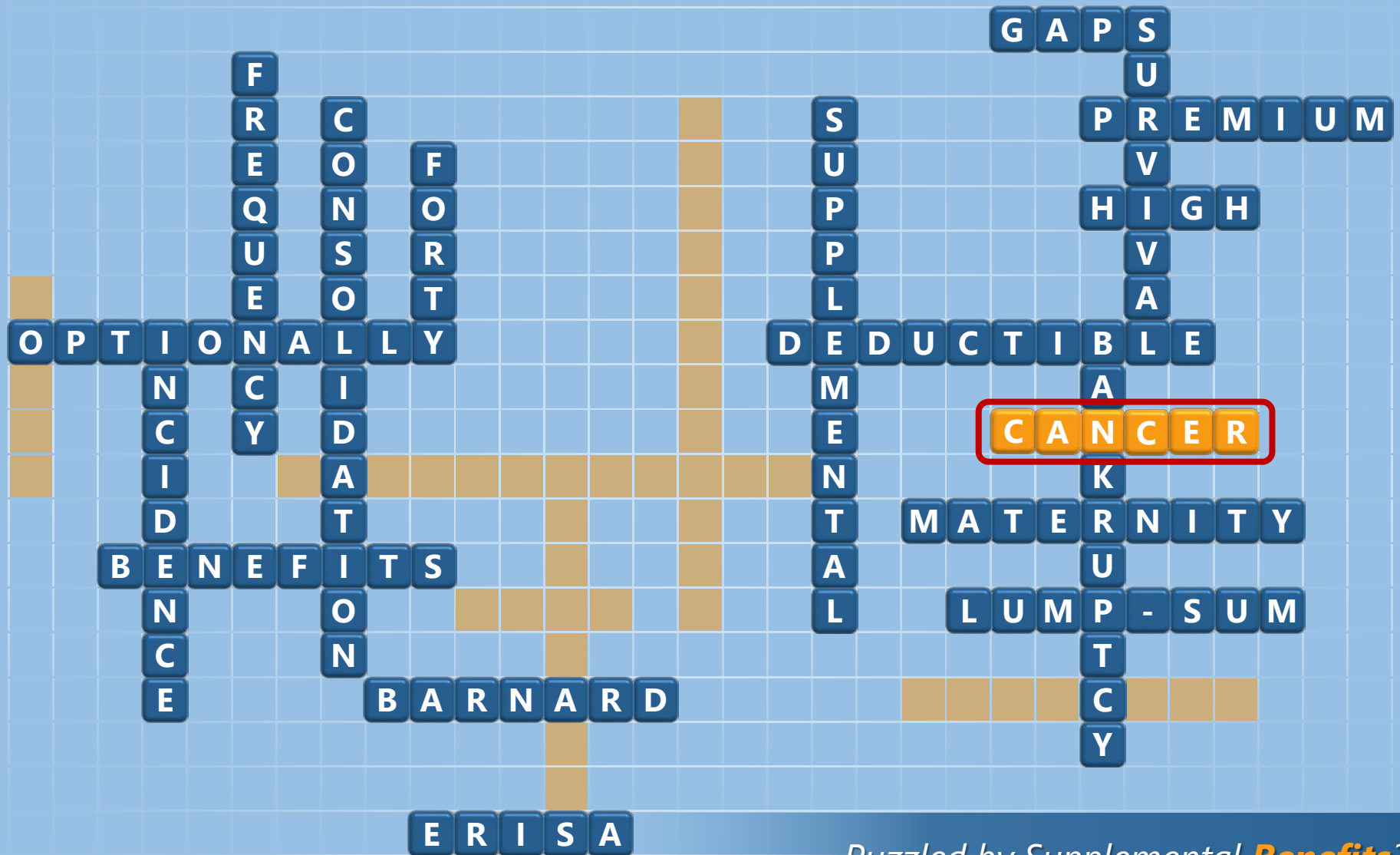
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17. \_\_\_\_\_ is a significant driver of cost in Hospital Indemnity products.



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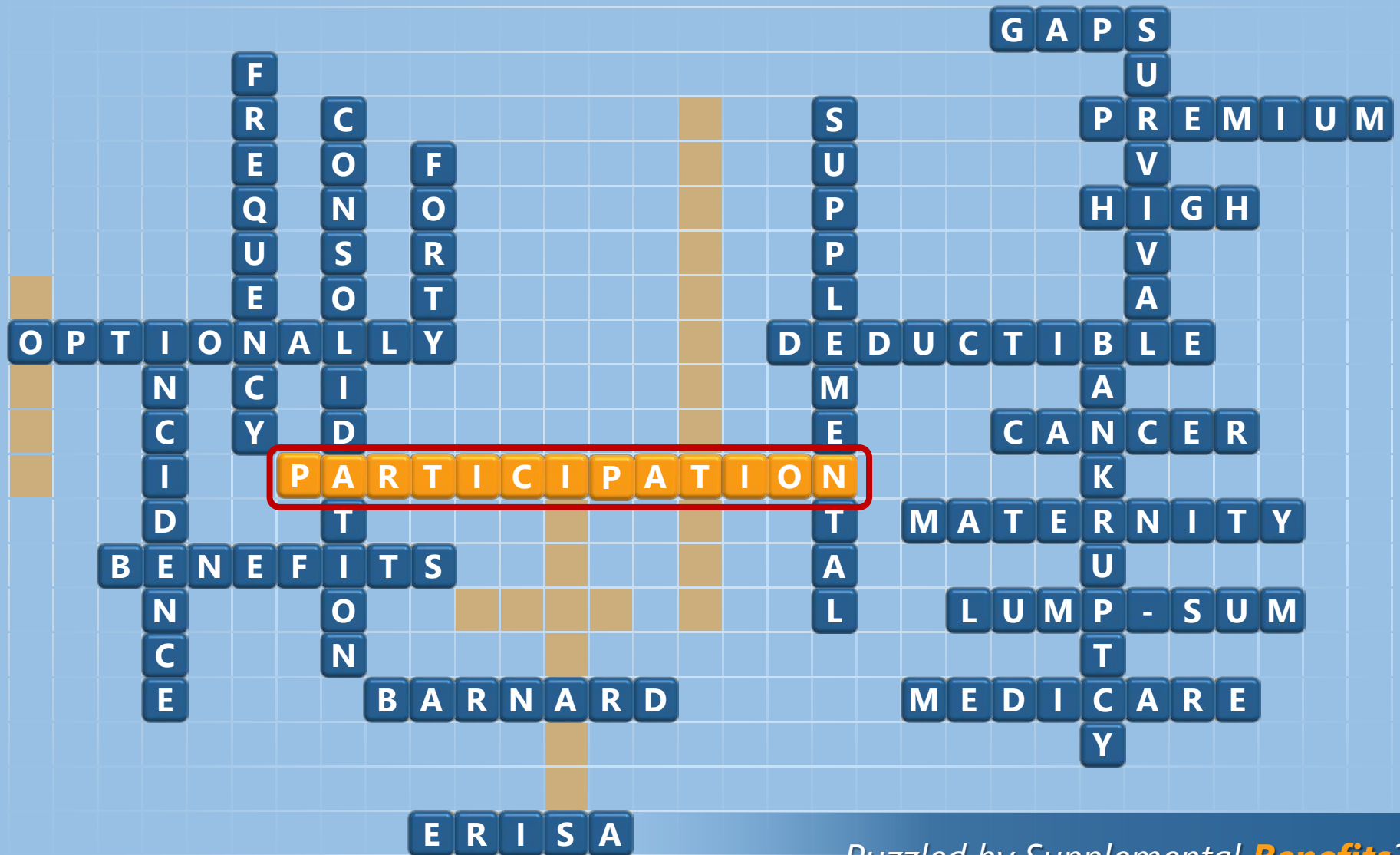
18. \_\_\_\_\_ is the most common cause of claims for Critical Illness insurance (core triggers).



## 19. Hospital Indemnity can be designed to wrap around \_\_\_\_\_ Advantage Plans.



20. Group Critical Illness underwriting usually relies on specific \_\_\_\_\_ levels in order to limit the impact of anti-selection.



21. In general, the incidence of critical illnesses in the employed population is \_\_\_\_ than the incidence of critical illnesses in the general population.



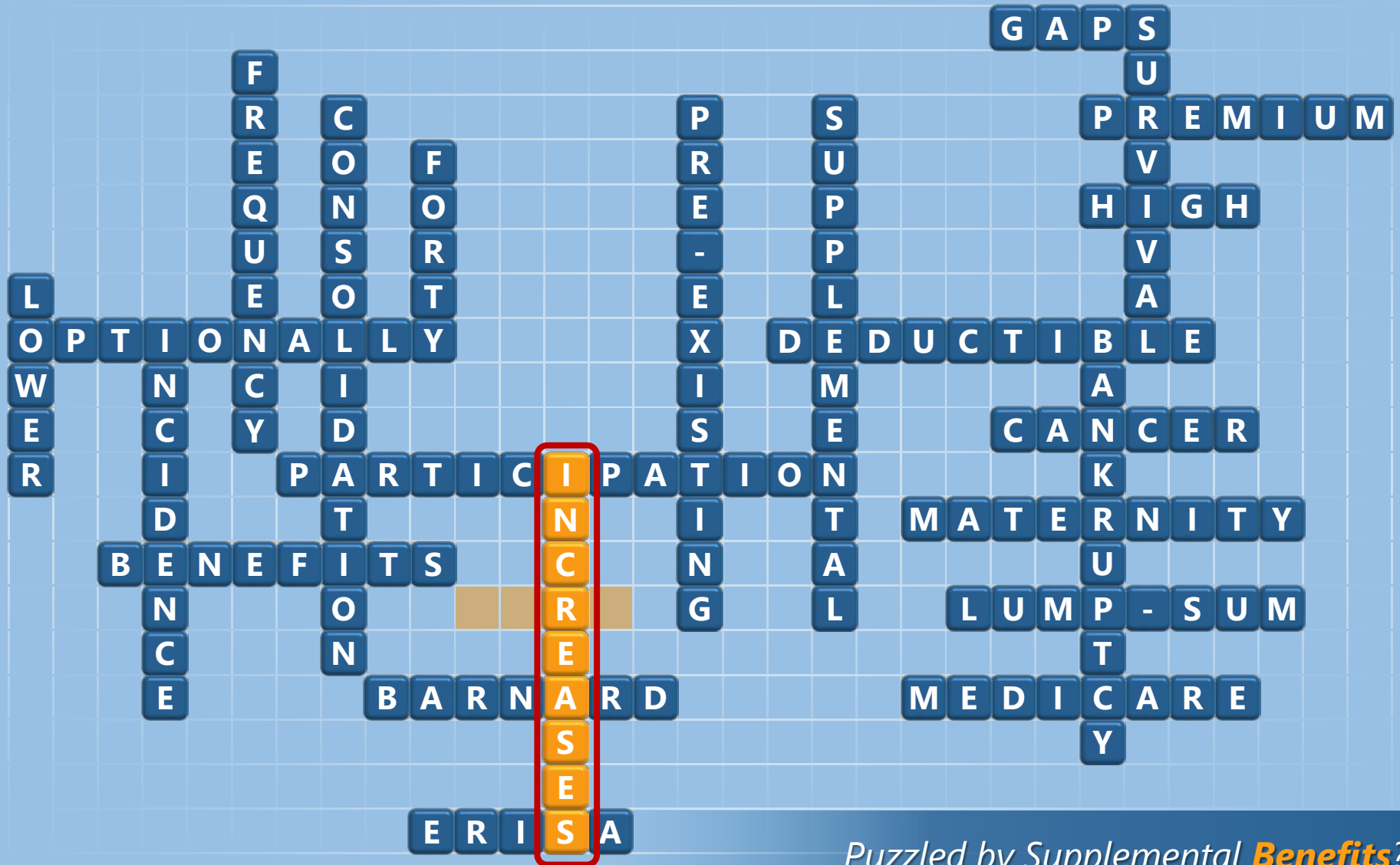
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22. The policy provision that helps to protect insurers from paying for conditions the insured already has is the \_\_\_\_-\_\_\_\_\_ condition limitation.





23. The utilization of wellness benefits typically \_\_\_\_\_ with the benefit amount.



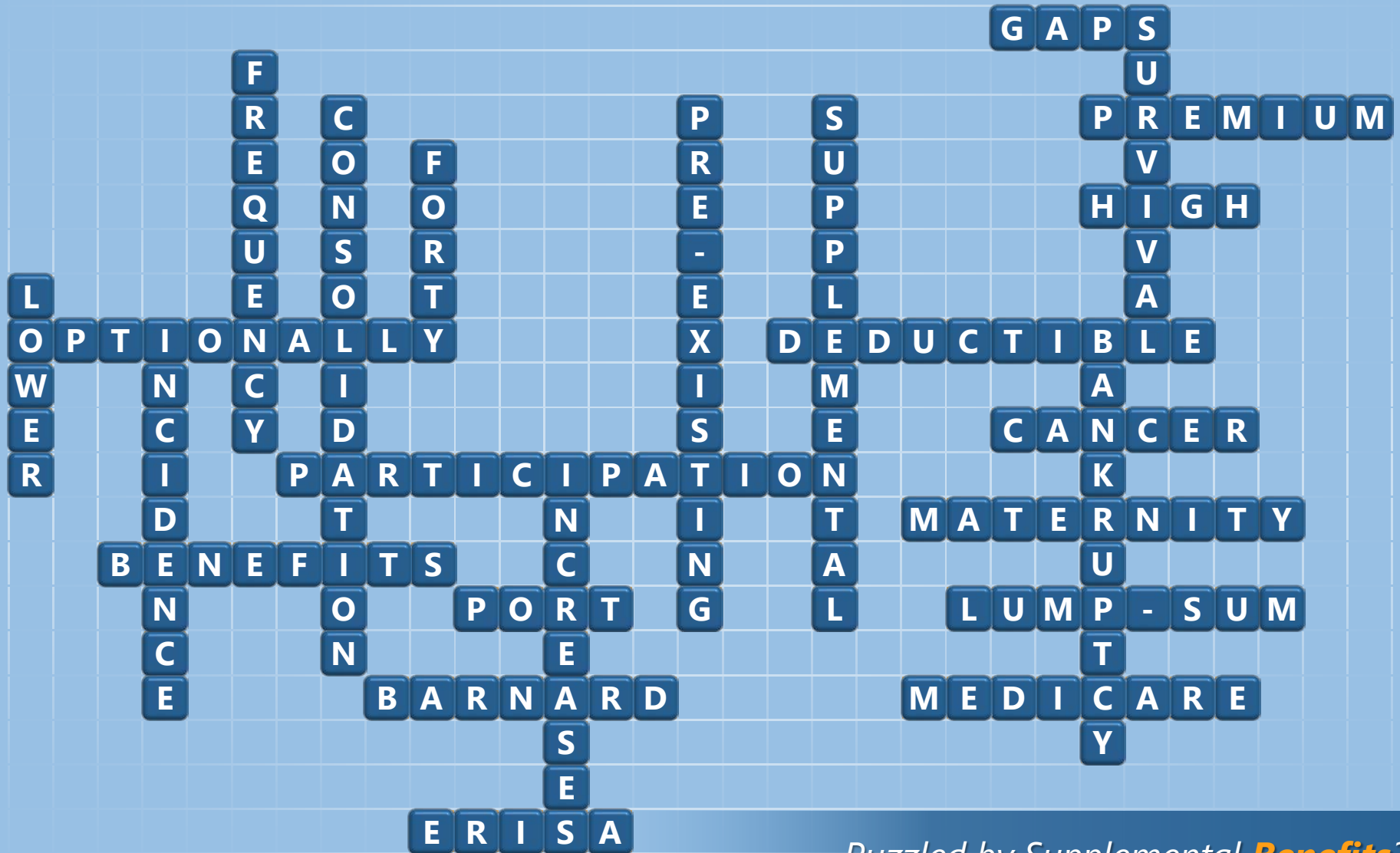
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24. When an employee leaves an employer, he or she can often \_\_\_\_ their supplemental coverage.



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# QUESTIONS?



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