

A Solid Contract for Better Protection

As a leader in the Stop Loss market, HM Insurance Group (HM) offers clients a Stop Loss policy that provides clarity, financial protection and choice.

Mirrors the Underlying Plan

To help eliminate potential gaps in coverage, the HM policy has provisions that allow the Stop Loss coverage to mirror the underlying health plan. We do this to further protect our clients' finances. If definitions, provisions and/or eligibility rules differ between the underlying plan and the Stop Loss contract, it can result in claim reductions or denials that can cost hundreds to millions in unplanned expenses. HM's policy corresponds with the underlying plan to avoid such unexpected costs.

Uses Language Clients Understand

Written in clear language and presented in an easy-to-follow structure, the HM Stop Loss contract effectively presents the details of the program so that both brokers and clients understand the policy easily. It is important to us that our business is conducted in a manner reflective of our commitment to building strong relationships, so the quality of our contract language is very important to us as we partner with a group.

Offers Administrative Ease

HM offers clients Stop Loss policy features and options to make administering their plans and doing business with us easier. These features and options are categorized as riders to make the policy easy to read and to provide more choices to best fit the client's needs. Large self-funded groups are attracted to Specific deductibles up to \$2 million and an unlimited lifetime Specific maximum.

There also is a Bridge Renewal feature that is designed to help eliminate gaps in coverage by extending the paid time period to 24 months for clients renewing with a 12/15 or 12/18 Specific contract.

Aligns with Health Care Reform Regulations

The HM Stop Loss policy allows for unlimited annual and lifetime maximums or the option to waive the unlimited maximum. And in compliance with health care reform regulations, the policy does not restrict dependent eligibility or include a pre-existing condition exclusion.

In addition, HM's Stop Loss policy accommodates decisions by an Independent Review Organization (IRO) to provide seamless coverage to self-funded clients. With this in place, claim appeals overturned by an IRO are processed in the plan year that the claim was incurred.

"The quality of our contract is very important to us when we partner with a group. It serves as the foundation for our mutual obligations and is central to our relationship."

– Matt Rhenish, President & COO

Provides Choices

HM's Stop Loss policy riders create customized solutions. Learn more about the options we offer.*

Specific and Aggregate Terminal Liability

Purchased at the initial effective date and/or at renewal, employers converting to fully insured coverage can extend Specific and/or Aggregate Stop Loss insurance for an additional three or six months following termination of the policy to reduce the risk of uncovered claims when a Stop Loss policy ends.

Bridge Renewal

For employers with a 12/15 or 12/18 Specific Stop Loss contract seeking protection from claims paid outside of their run-out period, this coverage extends the paid period to 24 months for clients renewing a Specific contract.

Continued

Provides Choices, *continued*

Monthly Aggregate Accommodation

When year-to-date Aggregate claims are higher than expected, we provide the opportunity to settle claims on an interim monthly basis. This option allows for partial payments to the Aggregate coverage during the policy year versus waiting until the end of the policy year for claims reimbursement, thus helping to improve the clients' cash flow.

Advance Funding

In situations where extremely high dollar claims related to a catastrophic claim occur, Advance Funding can assist groups by paying a specific claim instead of the group paying the claim and being reimbursed. This may alleviate a cash-flow issue. The rider can be selected at the point of sale or renewal.

Aggregating Specific Feature

Clients can reduce their Stop Loss premium by assuming more claim liability. With the Aggregating Specific feature, the client agrees to accept an amount of additional risk in exchange for the financial advantage of paying lower Stop Loss premiums. This feature is solely a financial arrangement and does not impact employee medical benefits. The Aggregating Specific feature is recommended for clients financially suited to accept additional risk.

About HM Insurance Group

HM Insurance Group (HM) works to protect businesses from the potential financial risk associated with catastrophic health care costs. The company provides reinsurance solutions that address risk situations confronting employers, providers and payers. A recognized leader in Employer Stop Loss, HM also offers Managed Care Reinsurance nationally.

HM Life Insurance Company, HM Life Insurance Company of New York and Highmark Casualty Insurance Company are rated "A-" (Excellent) by A.M. Best Company, one of the country's oldest and most respected rating agencies.¹ HM consistently has been named to Ward's 50 top life and health carriers based on financial performance.² Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.

For more information, contact your HM sales representative or visit hmig.com