

Claims and Premium Comparisons

**Popular Defined Benefit
Health Plans**

2019

BMC
AGENCY, INC

Most defined benefit plans are similar in design.



“Per Day” Confinement Element

An Inpatient Surgical Benefit and a benefit for Outpatient Surgery

Some value for Anesthesiology and Assistant Surgeon

Intensive Care

Diagnostic Procedures, X-Rays, Labs, and PPO repricing.

Most plans also include benefits for Inpatient Doctor Visits

Eligibility Considerations



Plans tend to differ drastically in their Underwriting Requirements, ranging from intense scrutiny of Pre-X Conditions to “Guaranteed Issue.”

Many plans are designed to supplement qualified coverage, others as alternatives for those on a more limited budget.

Premium CO\$T



Pricing is all over the board, as some plans feature “One size fits all” Composite Ratings, and other differ by age, sex, build, and tobacco use.

Knowledge is KING!



The better your understanding of various plan benefits and features, pricing and renewability considerations, and underwriting elements the easier your job as a trusted insurance advisor becomes.

While secondary in importance, it is also beneficial to understand that your compensation and support will vary drastically from one company to another.

Just like plans differ, so do CLAIMS!



It is useful to evaluate a variety of claims to better understand the relative strengths and weaknesses from one plan to another. To begin, we will compare many of today's most popular Limited Benefit Health Plans in their treatment of a very real and most recent claim.

The following example is for an 8 day hospital confinement with surgery after the patient was bitten by an insect that introduced flesh eating bacteria. A variety of tests were performed in addition to regular visits by doctors.

Ground Rules



For both fairness as well as consistency, we have selected multiple plan designs of various strengths from each carrier.

We have featured only those who offer plan designs positioned as alternatives to qualified ACA options, not simply supplements.

When more than three plan designs were available, the most comprehensive, the least comprehensive, and a plan positioned in between were chosen.

Claim Comparisons (*Spider Bite Claim*)



Product Name	Plan Variety	Plan Variety	Plan Variety	Plan Variety
BMC FirstChoice	Sup Series-Supplement \$17,400	Sup Series-Standard \$24,400	Sup Series-Complete \$32,000	
BMC FirstChoice	Victory Series- Bridge \$11,700	Victory Series- BASIC \$33,900	Victory Series- DELUXE \$55,400	
PALIC Health Saver III	1 Unit \$13,115	2 Units \$26,030	3 Units \$39,046	
PALIC Health Choice Select	1 Unit \$12,988	2 Units \$25,976	3 Units \$38,965	
Chubb Cardinal Choice	Plan 5 \$13,650	Plan 7 \$24,150	Plan 8 \$30,000	
SLAICO Benefit Archway	Plan 1 \$ 8,800	Plan 3 \$21,600	Plan 5 \$39,150	
Nat Gen Foundation Health	Level 1 \$11,400	Level 2 \$23,050	Level 3 \$34,900	
IHC CARE	Economy \$11,320	Value \$22,400	Superior \$33,480	
Assurance Hooray Health Select	Basic No Benefit	Plus \$7,875	Premium \$13,625	
UHC Health ProtectorGuard	Choice Value \$10,100	Select Value \$26,100	Premier Plus \$42,100	
UCA Freedom Series Sickness	Complete \$3,057	Elite Plus \$9,457	Enhanced Plus \$13,457	

Here is a claim for the average (5 days) period of hospital confinement, with no surgery:



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$4,250	Sup Series-Standard	\$9,500	Sup Series-Complete	\$11,500
BMC FirstChoice	Victory Series- Bridge	\$4,250	Victory Series- Basic	\$11,000	Victory Series- DELUXE	\$16,500
PALIC Health Saver III	1 Unit	\$7,750	2 Units	\$15,500	3 Units	\$23,250
PALIC Health Choice Select	1 Unit	\$7,750	2 Units	\$15,500	3 Units	\$23,250
Chubb Cardinal Choice	Plan 5	\$7,500	Plan 7	\$10,000	Plan 8	\$10,000
SLAICO Benefit Archway	Plan 1	\$5,000	Plan 3	\$7,500	Plan 5	\$15,000
Nat Gen Foundation Health	Level 1	\$5,250	Level 2	\$10,500	Level 3	\$16,000
IHC CARE	Economy	\$5,200	Value	\$10,250	Superior	\$15,300
Assurance Hooray Health Select	Basic	No Benefit	Plus	\$6,000	Premium	\$8,500
UHC Health ProtectorGuard	Choice Value	\$5,000	Select Value	\$15,000	Premier Plus	\$25,000
UCA Freedom Series Sickness	Complete	\$1,500	Elite Plus	\$5,500	Enhanced Plus	\$8,000

Here is a claim for a 6 day period of hospital confinement, with surgery (heart bypass, CPT 33512) and 2 days in ICU, including benefits for a daily doctor visit.



Product Name	Plan Variety	Plan Variety	Plan Variety
BMC FirstChoice	Sup Series-Supplement \$17,300	Sup Series-Standard \$23,800	Sup Series-Complete \$32,000
BMC FirstChoice	Victory Series- Bridge \$14,000	Victory Series- Basic \$27,200	Victory Series- Optimum \$43,800
PALIC Health Saver III	1 Unit \$14,368	2 Units \$28,737	3 Units \$43,106
PALIC Health Choice Select	1 Unit \$16,153	2 Units \$32,305	3 Units \$48,459
Chubb Cardinal Choice	Plan 5 \$16,250	Plan 7 \$26,250	Plan 8 \$32,000
SLAICO Benefit Archway	Plan 1 \$9,600	Plan 3 \$19,200	Plan 5 \$34,800
Nat Gen Foundation Health	Level 1 \$12,000	Level 2 \$24,000	Level 3 \$36,000
IHC CARE	Economy \$10,200	Value \$20,250	Superior \$30,300
Assurance Hooray Health Select	Basic No Benefit	Plus \$9,875	Premium \$16,125
UHC Health ProtectorGuard	Choice Value \$25,600	Select Value \$45,600	Premier Plus \$65,600
UCA Freedom Series Sickness	Complete \$7,538	Elite Plus \$17,138	Enhanced Plus \$23,138

Premium Comparisons



The claims examples would go a long way towards comparing the universe of Defined Benefit health plans IF they were all the same price. Not only do they differ in price, but in many cases, by a GREAT DEAL!

Monthly Premium Comparisons F 29 NTU



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$29.50	Victory Series- Deluxe	\$105.08	Victory Series- DELUXE	\$168.16
PALIC Health Saver III	1 Unit	\$78.50	2 Units	\$156.99	3 Units	\$235.50
PALIC Health Choice Select	1 Unit	\$93.41	2 Units	\$186.82	3 Units	\$280.23
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$47.00	Plan 3	\$96.00	Plan 5	\$178.00
Nat Gen Foundation Health	Level 1	\$102.46	Level 2	\$184.96	Level 3	\$267.96
IHC CARE	Economy	\$86.76	Value	\$141.10	Superior	\$196.24
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$100.68	Select Value	\$170.80	Premier Plus	\$247.29
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons

M 35 Std Tobacco



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$29.50	Victory Series- BASIC	\$105.08	Victory Series- DELUXE	\$168.16
PALIC Health Saver III	1 Unit	\$90.85	2 Units	\$181.70	3 Units	\$272.55
PALIC Health Choice Select	1 Unit	\$108.11	2 Units	\$216.22	3 Units	\$324.33
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$47.00	Plan 3	\$96.00	Plan 5	\$178.00
Nat Gen Foundation Health	Level 1	\$102.46	Level 2	\$184.96	Level 3	\$267.96
IHC CARE	Economy	\$97.83	Value	\$158.05	Superior	\$219.14
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$95.35	Select Value	\$162.94	Premier Plus	\$249.47
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons F 38 Std Tobacco



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$29.50	Victory Series- BASIC	\$105.08	Victory Series- DELUXE	\$168.16
PALIC Health Saver III	1 Unit	\$109.88	2 Units	\$236.62	3 Units	\$354.93
PALIC Health Choice Select	1 Unit	\$118.31	2 Units	\$216.22	3 Units	\$324.33
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$47.00	Plan 3	\$96.00	Plan 5	\$178.00
Nat Gen Foundation Health	Level 1	\$102.46	Level 2	\$184.96	Level 3	\$267.96
IHC CARE	Economy	\$122.95	Value	\$204.84	Superior	\$287.93
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$178.24	Select Value	\$314.79	Premier Plus	\$463.64
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons M 47 Non Tobacco



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$40.65	Victory Series- BASIC	\$142.90	Victory Series- DELUXE	\$228.30
PALIC Health Saver III	1 Unit	\$106.09	2 Units	\$212.18	3 Units	\$414.81
PALIC Health Choice Select	1 Unit	\$138.27	2 Units	\$276.54	3 Units	\$324.33
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$73.00	Plan 3	\$154.00	Plan 5	\$287.00
Nat Gen Foundation Health	Level 1	\$125.64	Level 2	\$202.22	Level 3	\$279.92
IHC CARE	Economy	\$122.95	Value	\$204.84	Superior	\$287.93
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$114.88	Select Value	\$195.09	Premier Plus	\$305.23
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons F 53 Std Tobacco



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$40.59	Victory Series- BASIC	\$142.90	Victory Series- Optimum	\$228.30
PALIC Health Saver III	1 Unit	\$173.33	2 Units	\$346.66	3 Units	\$519.98
PALIC Health Choice Select	1 Unit	\$206.26	2 Units	\$412.52	3 Units	\$618.78
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$89.00	Plan 3	\$188.00	Plan 5	\$353.00
Nat Gen Foundation Health	Level 1	\$135.48	Level 2	\$250.00	Level 3	\$365.11
IHC CARE	Economy	\$240.14	Value	\$394.16	Superior	\$550.43
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$324.14	Select Value	\$562.95	Premier Plus	\$856.52
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons M 58 Non Tobacco



Product Name	Plan Variety	Plan Variety	Plan Variety	Plan Variety
BMC FirstChoice	Sup Series-Supplement \$38.25	Sup Series-Standard \$104.50	Sup Series-Complete \$160.90	
BMC FirstChoice	Victory Series- Bridge \$40.65	Victory Series- BASIC \$142.90	Victory Series- DELUXE \$228.30	
PALIC Health Saver III	1 Unit \$179.85	2 Units \$359.70	3 Units \$539.55	
PALIC Health Choice Select	1 Unit \$214.02	2 Units \$428.04	3 Units \$618.78	
Chubb Cardinal Choice	Plan 5 \$218.65	Plan 7 \$352.13	Plan 8 \$392.77	
SLAICO Benefit Archway	Plan 1 \$105.00	Plan 3 \$222.00	Plan 5 \$418.00	
Nat Gen Foundation Health	Level 1 \$156.73	Level 2 \$290.98	Level 3 \$426.08	
IHC CARE	Economy \$238.89	Value \$385.87	Superior \$535.00	
Assurance Hooray Health Select	Basic \$119.99	Plus \$226.00	Premium \$276.00	
UHC Health ProtectorGuard	Choice Value \$198.78	Select Value \$344.68	Premier Plus \$548.68	
MIG Affordable Choice	X	Classic \$164.00	Elite \$207.00	
UCA Freedom Series Sickness	Complete \$199.95	Elite Plus \$285.70	Enhanced Plus \$386.98	

Monthly Premium Comparisons F 63 Non Tobacco

Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$47.80	Victory Series- BASIC	\$172.05	Victory Series- DELUXE	\$274.60
PALIC Health Saver III	1 Unit	\$203.87	2 Units	\$407.74	3 Units	\$611.62
PALIC Health Choice Select	1 Unit	\$214.02	2 Units	\$428.04	3 Units	\$618.78
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$132.00	Plan 3	\$284.00	Plan 5	\$538.00
Nat Gen Foundation Health	Level 1	\$178.84	Level 2	\$333.31	Level 3	\$488.98
IHC CARE	Economy	\$228.88	Value	\$369.06	Superior	\$511.30
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$246.54	Select Value	\$429.04	Premier Plus	\$667.63
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Monthly Premium Comparisons M 64 Std Tobacco



Product Name	Plan Variety		Plan Variety		Plan Variety	
BMC FirstChoice	Sup Series-Supplement	\$38.25	Sup Series-Standard	\$104.50	Sup Series-Complete	\$160.90
BMC FirstChoice	Victory Series- Bridge	\$47.80	Victory Series- BASIC	\$172.05	Victory Series- DELUXE	\$274.60
PALIC Health Saver III	1 Unit	\$268.58	2 Units	\$537.17	3 Units	\$805.76
PALIC Health Choice Select	1 Unit	\$319.61	2 Units	\$639.22	3 Units	\$958.83
Chubb Cardinal Choice	Plan 5	\$218.65	Plan 7	\$352.13	Plan 8	\$392.77
SLAICO Benefit Archway	Plan 1	\$132.00	Plan 3	\$284.00	Plan 5	\$538.00
Nat Gen Foundation Health	Level 1	\$178.84	Level 2	\$333.31	Level 3	\$488.98
IHC CARE	Economy	\$463.15	Value	\$736.27	Superior	\$1,013.38
Assurance Hooray Health Select	Basic	\$119.00	Plus	\$226.00	Premium	\$276.00
UHC Health ProtectorGuard	Choice Value	\$458.58	Select Value	\$817.27	Premium Plus	\$1,318.69
UCA Freedom Series Sickness	Complete	\$199.95	Elite Plus	\$285.70	Enhanced Plus	\$386.98

Underwriting Considerations



While the ACA has effectively eliminated Pre-X conditions on Qualified ACA metallic plans, the underwriting on these “Limited Benefit” plans varies by as much as the premiums.

Most feature relatively aggressive requirements pertaining to Pre-X conditions, build, and even occupations and avocation restrictions.

Most have a significant list of uninsurable conditions.

Very few are true “Guaranteed Issue” plans.

It is extremely important to keep this in mind when recommending Defined Benefit plans to your prospective clients.

Underwriting Considerations

While FirstChoice Victory Series plans are Guaranteed Issue to primary insureds actively at work an average of 27 hours per week, there are two very important pre-existing considerations to keep in mind:

Pre-Existing Conditions for which the insured has received consultation or treatment in the 12 months prior to the application date will not be covered until 12 months after the effective date of the policy. Taking an Rx medication for any condition constitutes treatment for that condition.

The following three conditions, when they exist as pre-existing conditions at the time of application, will be permanently excluded:

1) Cystic Fibrosis, 2) ESRD and 3) COPD

Dedication to the Market Segment



It is not coincidental that some plans consistently perform well by whatever criteria is being used to evaluate them. At the top of the list are the plans offered by ManhattanLife Assurance Company, BMC FirstChoice Victory Series.

Manhattan has demonstrated a continual dedication and commitment to the Defined Benefit market segment, up to and including *successful lawsuits* against the government to assure consumers maintained the right to purchase any type of coverage that they might choose.

Manhattan is the only company in America about which this can truly be said.

Agent Compensation



It would be both understandable as well as intuitive to assume that the plans with the highest benefits and lowest premiums, ManhattanLife Assurance Company's FirstChoice, should also have the lowest agents compensation. It would also be WRONG!

The **GUARANTEED ISSUE** and **GUARANTEED RENEWABLE** policies (*not certificates!*) of FirstChoice pay the highest agent compensation of any health insurance plans, to the best of our knowledge.

Decide for yourself!



If you want to sell the **strongest** Defined Benefit health plans,
sell FirstChoice!

If you want to sell the **least expensive** health plans,
sell FirstChoice!

If you want to sell the most **simply underwritten** health plans,
sell FirstChoice!

If you want to receive the **highest compensation**,
sell FirstChoice!

If you want to show support for the only company that fought to
protect YOUR business, sell FirstChoice!

**FirstChoice Health Plans are marketed
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