

Are the annual excess premiums you pay refunded back to you?

Understanding group benefit financing solutions can keep thousands of \$\$\$ in your bank account. We'd like to show you how!



HYBRID^{RX} is an industry proven strategy that pays your predictable, day-to-day claim expenses as well as covers your unpredictable catastrophic claims.

HYBRID^{RX} eliminates the requirement of insurance companies for you to insure known, day-to-day expenses. **HYBRID^{RX}** asks, why insure expenses you have to pay anyway re: "Experience Rating"?

HYBRID^{RX} looks & feels like the traditional plan you're used to. Staff get their Health, Drug, Dental & Vision coverage unchanged! However, for the company, flexibility in design and the refund of unused deposits make these programs highly desirable to the dollar conscious employer looking for a quality product.

There aren't many employers eagerly accepting rate increases with open arms. Even a small rate increase can have a negative effect on the company's bottom line. Regardless of 25 or 25,000 staff.....confirmable premium reduction with targeted coverage designs is paramount in our year-after-year efforts for you!

We would enjoy discussing with you the benefits of a **HYBRID^{RX}** approach for your company!

*"we moved from **TRADITION^{RX}** to the **HYBRID^{RX}** program. WOW, we had no idea! We have better coverage, lower rates (still after four years!!) With savings for the last 4 years over \$100K and, the staff love it..... we're very happy & impressed"!*

Jackie Jernigan
Controller, Winnipeg, Canada

Key Points:

- Multiple design & financing choices
- Eliminates the excess premium you are paying today
- Complete disclosure to you of every plan dollar expensed
- Simple & understandable renewals
- 100% refund of any unused premium
- Stored census info. allows us to source rate quotes without intruding on your time

How does **HYBRID***RX* work?

Group insurance is kind of like owning a new car. New cars come with warranties to protect against catastrophic engine, transmission, or system claims. For day-to-day, known ownership expenses like tires, oil, brakes, filters etc., we pay those ourselves. Group benefits utilize Provincial and Private insurance to cover catastrophic health claims. However, because of “Experience Rating”, day-to-day known benefit claim expenses are not insured rather, the employer pays 100% of these from its’ monthly premium deposits. The question then becomes, why pay insurance premium for the claims of my staff that are not insured?

HYBRID*RX* breaks down your benefit premium dollars into 2 categories: insurance products and day-to-day expenses. Insurance products include Life & Disability* premium expenses. Day-to-day dollars cover those known and uninsured drug, massage, chiropractor, dental, eye glasses etc. expenses. The end result of this approach is incredibly low administration fees and the elimination or refund of “excess” paid premiums!

**or other pooled coverage*

Traditional plan administration fees in Canada average approx. 40.80% of paid claims. In some cases, we’ve seen them over 200% of paid claims! For **HYBRID***RX*, average administration fees are 15% and, unlike traditional plans, any excess deposits throughout the year belong to you!

With **HYBRID***RX*, the average 63% lower administration fees and the elimination of “slush funds” re: the withholding of unspent premium, saves thousands of \$\$\$\$ for your plan.



COVERAGE CHOICES:

- Extended Healthcare
- Dental
- Prescription Drugs
- Vision
- Travel Insurance (RSA Insurance)
- Life Insurance (including Dependent Life Insurance)
- Accidental Death and Dismemberment
- Disability Insurance (Short Term and Long Term)
- Critical Illness
- Best Doctors
- Employee and Family Assistance Program (Shepell.fgi)
- Health Spending Account
- Mayo Clinic

Let us show you what a **CHOICE GROUP BENEFITS** solution can mean to your plan. Contact us at 1-866-660-1466.