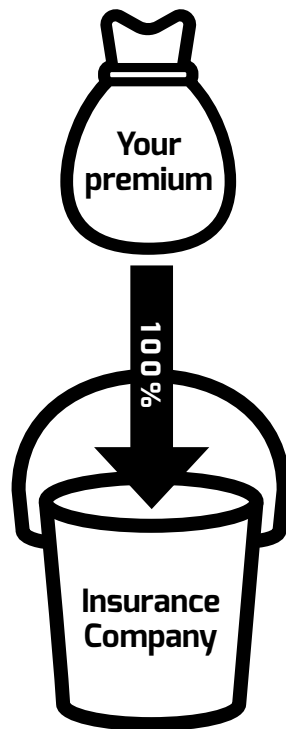


Self-Funded Health Plans with Stop-Loss

Q: What happens to your premium dollars?

With fully insured health plans

All premiums are paid to the insurance company



You have *no control* over how premiums are spent.

You will *not* see those premium dollars again, even in low-claim years.

Self-funded health plans are different

Portions of your premiums are used for:

- ▶ Plan administration
- ▶ Stop-loss insurance
- ▶ Your claims account



Pay for what you use!

You retain money in low-claim years!



Self-Funded Health Plans with Stop-Loss

Executive Summary

Self-funding with Stop-Loss may be one of the more effective ways employers can influence the rising costs of healthcare coverage. The plan design may help employers lower their premiums, have the freedom of provider choice, and retain money from their claims account after a low-claim year.

Benefits

Lower Cost

- ▶ **Elimination of most premium tax**
There is no premium tax on self-funded claim expenditures. Premium tax applies only to the Stop-Loss insurance, which is a fraction of the total premium.
- ▶ **Lower cost of administration**
Administration costs for a self-funded program are generally lower than those included in the premium by an insurance carrier.
- ▶ **Limitation of carrier profit margin**
The profit margin and risk charge of an insurance carrier are higher than a Self-Funded Health Plan with Stop-Loss.
- ▶ **Transparent fee and cost disclosure**
Monthly reports provide updates on your claims account.

More Employer Control

- ▶ **Control of plan design**
The employer has flexibility in choosing the appropriate plan design, deductible, and co-insurance.
- ▶ **Telemedicine**
Save money on health care by giving your employees a more convenient and low-cost option.
- ▶ **Unlimited provider option**
Provides in-network access to the doctors and facilities of your choice.
- ▶ **USA-based customer services**
Pre-authorization, claims service, and cost reporting.
- ▶ **Claims account**
In low-claim years, unused claim funds are retained by the employer.

The Hahn Financial Group, Inc. (HFG) is an SEC Registered Investment Advisor focusing on retirement plans, Self-Funded Health Plans with Stop-Loss, and wealth management. HFG serves for-profit and not-for-profit small/large employers, groups, associations, cooperatives, hospitals, and religious entities. We believe in 100% transparency in all we do.

HFG offers strategies and advice focused on our clients' challenges and unique opportunities.

For more information, contact:

Hahn Health Division
1-800-516-4246 (HAHN)
3101 S Phillips Ave
Sioux Falls, SD 57105
health@hahnfinancialgroup.com



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