

NEED A PROGRAM TO HELP MEDIUM SIZED EMPLOYERS KEEP INSURANCE COSTS DOWN?

*BPA HAS A SERVICE AVAILABLE TO HELP YOU MAKE IT EASIER FOR CLIENTS
TO SELF-INSURE FOR EMPLOYEE HEALTHCARE!*

Many large businesses have made the choice to not hand over their money to insurance companies but to self-insure – paying claims directly as they occur. As good as this sounds many of your clients may find it hard to take this approach due to large claims having too big of an impact on earnings and cash flow. So even though there might be a huge cost savings overall, the cost of this approach varies significantly depending on claims made from year to year.

We are now offering a program which allows broker's to give their clients the benefits of self-insurance without all the risk. Because this service allows large claims or a bad year to be partially absorbed by all members of the group, their cash out the door is comparable to a full-insured policy. Overall this gives your client more control with their earnings and cash-flow without all the risk.

Why choose BPA's self-insurance program?

- ✓ **Cost savings.** Save your client a projected 3 to 7 % the first year, with potentially compounded savings thereafter.
- ✓ **Pricing stability.** Spread risk for large claims across a large group of employers, all of which are financially motivated to promote lower risk. Projected maximum costs, in a worst-case scenario, are only about 15% above what you'd pay in the fully-insured market.
- ✓ **Individual control.** Your client reaps the benefits of their own actions. About 65% of their cost is based on their individual results. They will have full access to the data they need to improve employee health and drive down claims.
- ✓ **Seamless transition.** Keep their current plan design and providers while working with Benefit Plan Administrators for claims administration.