



New Akron Bar Association Member Benefit Level-Funded Health Plan

November 4, 2019

Dear Akron Bar Association Member:

Believe me, we feel your pain under the escalating healthcare costs employers face year after year. Thankfully help is on the way with our *Level-Funded Health Plan*, rapidly becoming the norm rather than the exception. Thanks to our partnership with the Akron Bar Association, INSURANCE SPECIALISTS, INC. (ISI) is pleased to announce the practical alternative to traditional insurance which at last provides a viable solution to this out of control business expense.

In a Level-Funded Health Plan, the employer actually funds the insurance coverage by paying premiums to a claims fund rather than to an insurance carrier. A portion of the total premium funds stop-loss reinsurance coverage which caps employer risk. Should claims remain low and the stop-loss coverage not be activated, any residual premium remaining in the claims funds is returned to the employer at the end of the policy year. The *Plan* is comprehensive, with a portion of the premium funding access to the CIGNA, First Health (Aetna) and PHCS (MultiPlan) national network of physicians and hospitals. Employee health is incentivized through the offer of a Wellness Program which rewards healthy lifestyle choices in reduction of deductibles.

Operational healthcare savings are noteworthy. While the concepts of pooled funds and risk retention still apply, the system of delivery minimizes the expense of middle management (the primary driver of health care costs since the introduction of *managed care*). Whereas traditional health insurance plans are driven by ACA* guidelines (the secondary driver of the healthcare cost explosion), *Level-Funded Health Plans* fall under ERISA* regulations. These guidelines allow inclusion of health questions in the application process, meaning that individualized premiums can be calculated to maximize plan choice and minimize cost for the employer.

In summary, *Level-Funded Health Plans* redirect healthcare dollars to your employees, a critical element in both recruitment and retention of quality talent. Today's worker values employer sponsored healthcare, having been burned by the expense of ACA plans. Offering a *Level-Funded Health Plan* will both set you apart as an employer and allow you to rein in expense.

To receive a proposal for your firm, contact ISI today at (800) 241-7753 or email us at salesdirect@isi1959.com. Set your sights on 2020 as the year to take back control of your healthcare costs. Through this valuable Akron Bar Association Member Benefit, you can make that happen day one.

Sincerely,

C. Allen Nichols
Executive Director
Akron Bar Association

William K. Bass, Jr.
ISI President

*ACA - Affordable Care Act
ERISA - Employment Retirement Income Security Act