

Brief Notes

News for
Brokers and Consultants

September 15, 2016

Applies to: ASO groups

Horizon BCBSNJ Offers Stop Loss Coverage

Horizon Blue Cross Blue Shield of New Jersey is pleased to provide details to the broker community in support of our new Stop Loss products and strategy. Stop Loss insurance is available to existing self-funded groups or those groups looking to self-insure. Stop Loss is an important risk-mitigation option for groups to limit the liability that can result from incurring catastrophic claims or from the accumulation of higher-than-expected claims from across the employee pool.

Self-funded groups that purchase Horizon BCBSNJ plans for medical coverage are eligible to add Stop Loss insurance. Coverage can be expanded to encompass pharmacy claims if the customer adds a Horizon Pharmacy plan.

You can learn more about our Stop Loss offerings by reviewing *this brochure*.

The incentive model for Stop Loss sales is highly competitive; the structure is reflective of our investment in and commitment to the success of this offering.

Why choose Horizon BCBSNJ for Stop Loss?

- **Administratively efficient.** We deliver on our commitment to provide our customers with simplicity and transparency through our combined billing process and monthly claim summaries. There's also no need to worry about filing lengthy claims, since as your customer's health plan carrier, Horizon BCBSNJ already has the information we need to pay claims as they're incurred.
- **Single point of contact.** Your dedicated Horizon BCBSNJ representative can work with you and your customers as a trusted adviser to ensure the right types and levels of coverage are in place.
- **Financial stability protects your customers.** Horizon BCBSNJ Stop Loss Insurance solutions are backed by the strength and experience of an organization that has brought millions of people peace of mind for more than 80 years. With an "A" rating and a "Stable" outlook from Standard & Poor's, we have the strength to protect your customers' financial well-being.

We encourage you to speak with your eligible customers about whether Stop Loss insurance coverage from Horizon BCBSNJ is the right solution for their needs.

If you have questions, please contact your Horizon BCBSNJ sales executive or account manager.



Horizon Blue Cross Blue Shield of New Jersey

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Yes

Horizon Stop Loss Insurance

We'll provide your business a safety net



Horizon Blue Cross Blue Shield of New Jersey

HorizonBlue.com

Horizon Stop Loss Insurance reduces risk

... and provides peace of mind for our self-insured customers



Catastrophic medical expenses are not uncommon

Most people think a “catastrophic” medical event is unlikely. The reality is otherwise. Medical treatment for hemophilia or certain cancers is not uncommon and can involve substantial medical expense.

A large, unforeseen medical claim could threaten everything you’ve worked to build. It’s what every business owner fears. Until now. Medical stop-loss insurance mitigates the fear of the unknown.

Horizon BCBSNJ Stop Loss coverage will pay for eligible losses that exceed the deductible that is established.

One-stop shopping reduces administrative expense

Horizon Blue Cross Blue Shield of New Jersey works to revolutionize the delivery of health care in New Jersey by improving care quality and increasing patient satisfaction, while reducing the cost of coverage for employers.

By developing well-rounded plans for all your coverage needs, Horizon BCBSNJ provides single-source solutions that save you money and reduce administrative burdens.

Businesses that want the advantages of self-funding while limiting potential catastrophic medical expenses are turning to Horizon BCBSNJ for integrated stop-loss protection.

Yes

You can manage claims risk with flexible Individual and Aggregate solutions

Medical stop loss insures your health care program:

- › **Specific / Individual stop loss** protects employers when there is a catastrophic claim that is higher than a predetermined amount, called the "specific attachment point." The specific attachment point generally ranges from \$100K to \$1M, depending on the group's current coverage and what underwriters determine is an appropriate level of risk.

Eligible benefits can include Horizon BCBSNJ medical and prescription drugs.

Once a plan member's claims exceed the predetermined specific attachment point, your business is further protected. Horizon Stop Loss Insurance assumes responsibility for the member's remaining eligible paid claims within a contract period.

Add an additional layer of protection:

- › **Aggregate stop loss** protects an employer when all combined claims exceed a predetermined amount for the policy period, called the "corridor above expected claims."

Eligible benefits can include Horizon BCBSNJ medical and prescription drugs.

The most common "aggregate stop-loss corridor" is 125%, which would mean a maximum claims liability of 125% of projected claims.

With specific stop-loss insurance in place, employers have the option of adding aggregate coverage for even greater protection. Your account representative or sales executive can explore the options and work with you to determine the level of protection that is right for your business.

Peace of mind, and more, with Horizon Stop Loss Insurance

By minimizing your risk against a devastating claims experience, stop-loss coverage from Horizon BCBSNJ gives you peace of mind, along with other advantages.

Simplified administration

Combined billing, monthly claim summaries and the elimination of lengthy claim filings mean less paperwork and corresponding savings.

Immediate reconciliation

On your monthly claim statement, the amount of claims in excess of your stop-loss coverage amount is written off.

Faster reimbursement

There's nothing worse than waiting for a claim reimbursement. Horizon BCBSNJ strives to serve you in a timely manner by streamlining the process.



Horizon Blue Cross Blue Shield of New Jersey



YES

With Horizon BCBSNJ as your single stop for end-to-end employee insurance, you get expertise that comes from serving New Jersey for 84 years, guided by principles, not profits.

- › **Faster reimbursement.** One stop shopping keeps everything together, both administration and stop-loss insurance, thereby increasing simplicity and speed of reimbursement.
- › **Single point of contact.** Your Horizon BCBSNJ representative can evaluate and resolve your issues quickly and efficiently.
- › **Financial stability protects you.** Horizon BCBSNJ Stop Loss Insurance solutions are backed by the strength and experience of an organization that has brought millions of people peace of mind for more than 80 years. With an "A" rating and a "Stable" outlook from Standard & Poor's, we have the strength to protect your company's financial well-being.

Call your Horizon BCBSNJ account manager or sales executive today to learn how Horizon Stop Loss can reduce your claim liability and give you peace of mind.