

Have Confidence in Your Carrier

Key Attributes Signify Success

Not all Stop Loss carriers are the same. Make the right choice for your self-funded clients by considering what each potential insurance partner brings to the table. Certain characteristics should be present to help best protect your clients' bottom line and your reputation. Price is not the only consideration – performance, policy and protection are essential in helping to provide long-term client satisfaction.

Use Our Checklist: Are You Selecting the Right Carrier?

When you are helping clients to determine the Stop Loss carrier that is right for them, look for these key characteristics:

- Direct writer** – In-house decision-making responsibilities
- Financially sound** – Well capitalized; excellent ratings from A.M. Best Company
- Stable** – Demonstrated market history with significant tenure and experienced leadership
- Accurate** – Greater than 95% technical and 99% financial accuracy in processing/paying claims with limited delays and denials
- Contains costs** – Proven results and strong vendor relationships
- Delivers a policy with solid protection** – Clearly articulated contract that provides financial protection and choice
- Demonstrates HCR expertise** – Understanding of health care reform legislation and obligations
- Tailors plans to the group's needs** – Uses innovative programs to satisfy specialized needs balanced with appropriate risk management practices
- Writes over multiple payors** – Provides seamless coverage that protects across plan variations

By taking these elements into consideration, you help to direct your clients to coverage that achieves results and satisfaction.

Expert risk assessment and exceptional service delivery extend carrier value far beyond cost. And expert knowledge in this challenging health benefits market helps to bolster a long-lasting partnership that adapts to future changes.

HM FAST FACTS

- HM Insurance Group member companies rated **A (Excellent) by A.M. Best Company***
- Direct writer of Stop Loss coverage with **licenses in 50 states and Washington, D.C.**
- Nearly **\$1 billion** in gross revenue
- Insures nearly **1,100 self-funded plans**, covering more than **2.8 million lives**
- Cost containment savings of more than **\$72 million** in the past five years
- **100%** of clean claims processed in less than 10 business days
- Claims processing with greater than **99% financial and technical accuracy**
- Proposal generation in **less than five** business days
- Sold case turnaround averaging **six days** for new business and **four days** for renewals

About HM Insurance Group

HM Insurance Group (HM) works to protect businesses from the potential financial risk associated with catastrophic health care costs. The company provides reinsurance solutions that address risk situations confronting employers, providers and payers. A recognized leader in Employer Stop Loss, HM also offers Managed Care Reinsurance nationally.

HM Life Insurance Company and HM Life Insurance Company of New York are rated "A" (Excellent) by A.M. Best Company, one of the country's oldest and most respected rating agencies.* Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.

For more information, contact your HM sales representative or visit hmig.com



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Company statistics gathered through HM Insurance Group January 2020 Line of Business Report and other HM Insurance Group internal analysis.
*A.M. Best Company, July 2019.

Stop Loss coverage is underwritten by HM Life Insurance Company, Pittsburgh, PA, in all states except New York under policy form series HMP-SL (11/16) or HMP-SL (08/19) or similar. In New York, Stop Loss coverage is underwritten by HM Life Insurance Company of New York, New York, NY, under policy form series HMP-SL (11/16) or HMP-SL (08/19) or similar. In all states except New York, Managed Care Reinsurance coverage is underwritten or reinsured by HM Life Insurance Company, Pittsburgh, PA, or Highmark Casualty Insurance Company, Pittsburgh, PA, under policy form series HM PEL 1105, HC PEL 1105, HMP PEL (08/19), HML 1105 ELR, HMC 1105 ELR, HM 1005-ELR or similar. In New York, Managed Care Reinsurance coverage is underwritten under policy form series HMNY PEL 1105, HMP PEL (08/19) or similar or reinsured by HM Life Insurance Company of New York, New York, NY. The coverage or service requested may not be available in all states and is subject to individual state approval. Reinsurance agreements only reflect a form number when required by applicable state law.