

HEALTH INSURANCE OPTIONS FOR TRAVELERS

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LICENSED INSURANCE AGENT

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Conflict of Interest

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What I hope to do today

Explore the insurance options available to travel professionals

Understand the positives and negatives of each option

Understand the options available between contracts

Help each travel professional decide which insurance option is right for them





A condition and related complications:

- ✦ for which medical advice, diagnosis, care, or treatment was sought, received or recommended from a provider or for which Prescription Drugs were prescribed during the 12-month period immediately prior to the Covered Person's Effective Date, regardless of whether the condition was diagnosed, misdiagnosed, or not diagnosed; or,
- ✦ that produced symptoms during the 12-month period immediately prior to the Covered Person's Effective Date which reasonably should have caused or would have caused an ordinarily prudent person to seek diagnosis or treatment.

PLANS OFFERED THROUGH YOUR AGENCY

PROS

- No pre-existing condition clause
- Possible employer contribution towards premiums
- Maternity coverage



CONS

- Family coverage can be expensive
- Possible waiting period before coverage begins
- Changing plans each time you change agencies
- Coverage between contracts

Who should consider
this plan?

Single

Expensive Medications

Likes to stay with same agency

No breaks between contracts

Pre-Existing Conditions

Pregnant/Planning to start a family



MARKETPLACE PLANS


PROS

- No pre-existing condition clause
- May be eligible for subsidy
- Maternity coverage



CONS

- Usually expensive
- Most affordable plans have high deductibles
- May not cover outside your home state
- Tax implications
- Limited enrollment periods

A hand is holding several blister packs of pills in a pharmacy setting. The background shows shelves stocked with various medications. The text is overlaid on a light blue background with a diagonal blue stripe.

Who should consider
this plan?

Likes to change agencies
Pre-Existing Conditions
Expensive Medications

No breaks between contracts

Mostly travels within home state

Pregnant/Planning to start a family

PRIVATE MARKET PLANS


PROS

- Affordability/Flexibility
- No need to change plans
- 24/7/365 coverage
- Nationwide coverage



CONS

- Pre-existing conditions (underwriting)
- Maternity
- May have to pay up front and be reimbursed
- Indemnity vs. Insurance
- Not available for purchase in every state



Who should consider
this plan?

Fairly Healthy

Few Medications

Likes to change agencies

Takes breaks between contracts

Travel to several states

Great option for family coverage

COST SHARING PLANS

PROS

- Group of people who band together to help each other pay for medical expenses.
- May be more affordable than other plans (especially in certain states)



CONS

- Pre-existing conditions (some up to 3 years)
- Must meet all requirements and/or have the same religious beliefs to be accepted
- Health-share plans are not insurance, consumers have very few legal protections

IMPORTANT CONSIDERATIONS



COST



**NATIONWIDE
COVERAGE**



MATERNITY



**PRE-EXISTING
CONDITIONS**



**CONTINUITY
OF
COVERAGE**



OTHER INSURANCE PRODUCTS TO CONSIDER

DENTAL/VISION
TEMPORARY PLANS
DISABILITY
LIFE
CRITICAL ILLNESS





Whatever you decide
please be sure to
understand your coverage

know how to best use your plan

Da _____
Doc _____
Signature _____



Questions?