

## What are Mini-Medical Plans?

Mini-medical plans are limited benefit plans, meaning they pay a limited benefit for a covered service at an affordable premium for both employers and employees alike. These plans provide a basic level benefit for employees that do not have access to traditional coverage. Mini-medical plans are not to be confused with major medical insurance and they are not meant to replace major medical plans.

## Why are Mini-Medical Plans important in today's market place?

Mini-medical plans fill a rapidly growing niche in the group health insurance marketplace by assisting employers in providing their non-covered employees real benefits that can help with employee retention and morale without causing serious financial pain. The OptiMed Mini-Medical program provides a reasonable low cost employee benefit plan to which the employer may or may not elect to contribute.

## Medium to Large Employer Groups

Most medium to large sized employer groups have a class of employee that is ineligible to participate in the company's traditional health insurance offering. These employees may be part time or hourly workers. A lack of coverage increases turnover, hurts morale and may ultimately raise the employer's expenses through increased hiring, training and a drop in productivity due to new employee ramp up time. A mini-medical program may help the employer fill such voids by providing valuable insurance, increasing employee job satisfaction, morale, retention and productivity levels.

## Smaller Sized Employer Groups

Due to the escalating costs of more traditional plans, many smaller sized employers are choosing to go bare and not offer insurance to their employees. Such employers are perfectly suited for offering a mini-medical program as the premium costs are more in range with what they can afford. In addition, many smaller employers are caught in the trap of not being able to afford a contribution to the monthly premium. The OptiMed program does not require employer contribution, thus freeing the employer while still offering a reasonable and affordable benefit program to employees.

## What is the target market?

1. Employer groups who currently have a major medical plan in place but have part time and hourly employees who do not qualify to participate.
2. Employer groups who can not afford the escalating costs of a traditional plan or who have never considered offering benefits.

## What types of industries are typical for the OptiMed Program:

- ◆ Restaurants
- ◆ Hotels
- ◆ Retail
- ◆ Factories
- ◆ Franchises
- ◆ Staffing Companies
- ◆ Schools
- ◆ Universities
- ◆ Maid Services
- ◆ Catering Services
- ◆ Realtors
- ◆ Car Rental Services
- ◆ Freight
- ◆ Government Entities
- ◆ Nursing Homes / Rest Homes

Please note: This is not a complete Industry list of potential eligible employers.

The OptiMed program is not available in the States of Washington and Hawaii. For groups with a situs in the following states, the OptiMed program is not available: Connecticut, Massachusetts, Minnesota, Montana, New Hampshire, New York, North Dakota and Vermont. Please check with your OptiMed sales representative to confirm that OptiMed is available in the state or states in which you may have an interest in offering OptiMed.