

How to save on group health insurance with a MEWA.



Does the high cost of group health insurance keep you up at night? Do healthcare premiums have you sick? Are monthly insurance bills eating your profits? Are they robbing you of funds to grow your business?

If so, you are not alone.

Too many employers today feel held hostage to skyrocketing healthcare costs with no end in sight.

Others feel lucky when renewal premiums “only” increase by less than double digits.

Do you shop your insurance every year, but nothing seems to help? Do you believe you’ve seen it all when it comes to group health insurance? Do you already “have a broker” and feel doubtful that any new solution can make a difference? Are you desperately clinging to an “old” plan because you fear losing benefits?

Well, I have some incredibly good news for you!

I’m sure you’ve heard people talk about the virtues of “businesses joining together” to save on insurance?

This vision is becoming a reality through something called a MEWA. Already in 2018, *hundreds* of Ohio businesses have joined MEWAs to save on group health insurance.

“MEWA” stands for *Multiple Employer Welfare Arrangement*.

- MEWAs *enable businesses to join together* through associations like Chambers of Commerce to share in overall claims risk.
- MEWAs offer a special opportunity for savings because they can use rating methodology that is *similar to pre-ACA rating*.
- MEWAs are often backed by the stop-loss of large insurers – frequently names you would recognize (i.e. like Anthem BCBS).

MEWAs offer innovative, affordable and attractive benefits.

These benefits include items like,

- Competitive premiums.
- Predictable, fixed payments with monthly billing.
- Choices in plan design - *including PPO, HSA and wellness offerings*.
- Discounted rates on ancillary benefits like dental, vision, life, and disability insurance.
- Broad networks of physicians, hospitals, and pharmacies.

Businesses joining together clearly has its advantages - actual choices, cutting-edge benefits, and affordable rates.

It’s amazing really.

A breath of fresh air in an otherwise distressed and broken health insurance market.

On the flipside, it makes sense to ask, “*Are there drawbacks to a MEWA?*”

As great as they can be, MEWAs aren’t a match for every company. Here are a few important distinctions,

- For certain Ohio MEWAs, to participate, the business must be domiciled in Ohio.
- Employers must generally belong to a common association (i.e. like specific Chambers of Commerce).
- MEWAs may limit group eligibility to a range such as, “No fewer than 2, but no more than an average of 50 enrollees.”

Also, while a MEWA may not decline coverage due to health reasons, rates are based in part on the expected risk of employees’ future health claims.

Still, it’s better not to second guess what your final rates may be ahead of time. Even we have been surprised by some of the final rates we have seen - and we do this for a living!

Remember, hundreds of Ohio companies are *already* achieving superior outcomes through MEWAs.

Why couldn't that be true for your business too? The only way to really know if a MEWA makes sense for your business is to give looking into one a try.

We're here to help!

McCarthy Stevenot Agency, Inc. has been guiding Cincinnati businesses with group insurance for over 27 years.

Our mission is to serve you. We don't cloud our vision by selling investments or attempting to be "all things" to everyone. Instead, we keep our focus clear. Our sweet spot is providing personal, local insurance service – especially to 2 – 50 employee groups.

Imagine a solution to group health insurance that makes a real difference!

One that *reduces your stress*, offers you *great benefits* and leaves you with *more dollars* to grow your business.

And, perhaps, even helps you get a better night's sleep...

Don't delay! Take the next step. There is NO cost or obligation. Find out now if a MEWA is right for your company.

To learn more, complete and return the attached preliminary quote request form via fax or email.

Best,



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PS. I don't know if it's happened to you, but many businesses have had their renewals moved to December or January. This makes reviewing alternatives at year end more difficult because of the log-jam it creates with insurers. **Don't wait until renewal to learn your options!** Who knows? You may be able to start saving even sooner!

MEWA / Preliminary Quote Request Form*

Contact Name: _____ Email: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Current Medical Insurer: _____ Deductible/Coinsurance %: _____

Employee Census (Attach additional pages, if needed.)

Employee Age	Employee M/F (Circle)	Spouse Age (If Covered)	Spouse M/F (Circle)	# of Children (If Covered)		Employee Age	Employee M/F (Circle)	Spouse Age (If Covered)	Spouse M/F (Circle)	# of Children (If Covered)
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	
	M/F		M/F				M/F		M/F	



Serving Cincinnati Businesses Since 1991

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*Underwriting, regulatory, and agency guidelines apply. McCarthy Stevenot Agency, Inc., is a licensed life and health insurance agency in the state of Ohio. Rev 5/18.