

Group Retiree Plan Proposal



Prepared Exclusively For

COLLIN COUNTY

United American Insurance Company
Liberty National Life Insurance Company

3700 South Stonebridge Drive • McKinney, Texas 75070 • (800) 353-6926

The Company Behind the Coverage

When you are looking for a suitable insurance partner in today's business environment, reliability and stability are major factors. You want a company with consistent, solid financial resources over the long term, market knowledge and experience, as well as flexibility and innovation.

- Experienced — United American is one of the largest providers of individual Medicare Supplement insurance*
- Reliable — Financial ratings of A+ (Superior)** with A.M. Best and AA- (Very Strong)*** with Standard & Poor's are indicators of our company financial stability and claims-paying ability
- Firmly established in the group Retiree Health market for employer, union and association groups

Based on state availability, policies are underwritten by United American Insurance Company, or Liberty National Life Insurance Company, affiliate companies owned by Torchmark Corporation.

We recognize that when it comes to benefit plans for the retiree health market, one size does not fit all. Our flexibility makes us willing partners, helping you design your retiree health program.

*NAIC 2007 Medicare Supplement Insurance Reports, August 2008

**Ratings as of 06/11

***Ratings as of 05/10

Solutions for Groups and Retirees

We offer a long-term solution for your post-retirement medical liabilities. Listed below are just a few reasons why clients have chosen us over our competitors:

- Affordable rates
- Greatly reduce administrative burden and associated costs
- Transition to a fixed contribution
- Fill coverage gaps
- Can eliminate Medicare deductibles and doctor co-pays
- Guaranteed issue, regardless of preexisting conditions
- Virtually eliminate paper claims with our electronic claims service, "Automatic" Claims Filing® (ACF PLUS)
- Indirectly lower costs for active employees
- No waiting periods
- Freedom of choice in selecting providers
- Cap liabilities with a fully insured plan
- Erase the need for purchasing stop loss insurance on the retiree population
- Convertible without evidence of insurability
- Guaranteed renewable
- Substantially reduce "balance billing"
- Ease of installation
- High level of customer service and satisfaction
- List billing available

Customized Group Retiree Health Plans

We have been providing group retiree health plans since Medicare began in 1966. We have a dedicated unit serving the special needs in the group retiree market for employer, union and association groups.

Medicare's benefits continue to decrease, even as health care costs continue to rise, leaving employers with an increasing share of retiree medical costs. Our Group Retiree Health Plan approach is the favored alternative for groups with post-retirement medical liabilities. Our group program helps manage future liabilities and enhance comprehensive benefits to Medicare-eligible retirees. Because all administrative functions are performed in-house, we have some of the lowest administrative costs in the industry.

We can customize a group health plan to fit your needs. Deductibles, coinsurance and out-of-pocket maximum riders will aid in limiting your costs and liabilities as well as your retirees.

Our Group Retiree Health Plans are automatically revised according to Medicare changes each year. You can be assured of accurate coordination of benefits and coverage with Medicare.

All lives are Guaranteed Issue.

We offer a long-term solution for the post-retirement medical liability dilemma.

Medicare Part D Products

We have been providing prescription drug coverage for Medicare-eligible members since the inception of the Part D program in 2006.

Our Pharmacy Benefit Manager (PBM), MEDCO, is one of the nation's leading drug providers. Our standard formulary includes most of the 100 most frequently prescribed drugs, according to the Center for Medicare and Medicaid Services (CMS).

Industry Flexibility and Innovation

The insurance market and purchasers of group retiree health insurance are constantly changing, and group plans that were favored just a few years ago may be less effective today or outdated. To provide your group with the best plan at the best value, you need a flexible insurance carrier with innovative solutions to provide what you need.

All of our group retiree health plans are guaranteed issue, regardless of preexisting conditions. We know it is important to offer coverage for your entire group of retirees. There are no individual applications required — enrollment is easy! A Group Master Policy is issued to the employer/union and a certificate of insurance to each covered person.

With “Automatic” Claims Filing® PLUS (ACF PLUS), we electronically receive and process Medicare Part B claims nationwide, meaning virtually no paperwork for you or your retirees. If someone has ever lost a claim or forgot to file one, they will realize what an invaluable service this is.

Payments to health care providers accepting Medicare assignment are automatic. When a provider does not accept assignment, it’s not a problem — we will pay the certificate holder directly. Certificate holders will receive a consolidated monthly statement showing claims paid. We believe your retirees will find ACF PLUS to be service at its very best.

Market Diversity

Listed below are just a few industries where companies have turned to our company for solutions to their group retiree insurance needs.

- Charitable and Service Organizations
- Financial Institutions
- Hospitals
- Insurers
- Labor Unions
- Manufacturers
- Mining Companies
- City and Municipality Governments
- Religious Groups
- Schools and Universities

No industry is excluded from consideration.

We currently have more than 250 Group Retiree Health groups in force. We offer plans with deductibles, coinsurance, out-of-pocket maximums and riders designed to help keep premiums lower.

What will it cost?

The included financial illustration(s) reflects current rates. The cost shown is per person, per month.