

# 3

## Steps to a KeyArx Solution for Physicians






As healthcare professional practices continue to affiliate, benefits administrators and their brokers are tasked with offering valuable benefit solutions that meet the highly specialized needs of individual healthcare professionals while providing the purchasing scale and ease of administration crucial to sponsors. The KeyArx Group designs, distributes, educates and enrolls medical practices, IPA's, ACO's, RRG's, GPO's and other members of the medical community in custom benefit programs.



CHEROKEE INSURANCE BROKERAGE  
powered by KeyArx

### Simply give us 3 things:

-  an employee census
-  a copy of your current policy
-  an invoice from your current provider

*And we will give you...* increased cost stability, renewal and purchasing power, unique contract provisions and extended rate guarantees. We will get you better benefits for less money.

### Special Physician Long-Term Disability Program

#### Plan Highlights

- Defines "Own Occupation" based on your CPT codes
- Up to \$25,000 per month of coverage
- Guaranteed Issue – no medical exams or blood required
- Retirement Provision – continues to fund 401k/PS plan up to \$60,000 per year
- Malpractice provision – pays practice the premiums up to \$50,000 if disabled
- Key Person Provision – pays \$360,000 to practice, funds can be used to bring in another doctor, reduce practice expenses or applied toward buy/out.
- Medical Loans – pays up to \$1,000 per month toward medical loans



## Physician Case Study

Radiology practice (15 Dr's) who had LTD benefits and based on KeyArx pricing we were able to deliver stronger contracts and saved over 30%. By pooling the lives of the doctors and staff, we delivered the following:

LTD...	Original Plan	KeyArx	KeyArx Plus
Monthly Benefit	\$10,000	\$10,000	\$15,000
Infectious & Contagious	Not Included	Included	Included
Monthly Retirement Benefit	Not Included	Not Included	\$2,500
Medical Malpractice Rider	Not Included	Included	Included
<i>Annual Benefit per Dr.</i>	\$120,000	\$120,000	\$210,000
<i>% Increase in Benefits</i>			75%
Cost per Dr.	\$427	\$265	<b>\$440</b>
Savings % or Increase %		37.97%	<b>3%</b>

## Dental Program & Vision

We secure the best programs from the "Top 3 Dental Networks" in the country. Employees will enjoy better benefit coverage by visiting a network provider.

## Vision Insurance

Best and largest vision network plan through VSP. Groups can feel comfortable that they are offering their employees the best in the country vision benefits.

## Dental Program Case Study

6 separate multi-specialty groups that enhanced their dental package, taking advantage of the KeyArx aggregation pricing program. In each case, we matched or improved benefit levels with a two-year rate guarantee. By pooling the lives from the separate practices we delivered the following:

Groups	Lives	Annual Premium	Dental Savings	Annual Savings
Practice 1	55	\$53,460	14%	\$7,484
Practice 2	78	\$63,648	12%	\$7,638
Practice 3	122	\$86,376	11%	\$9,501
Practice 4	210	\$123,480	14%	\$17,287
Practice 5	29	\$26,448	11%	\$2,909
Practice 6	48	\$39,168	18%	\$7,050
	<b>542</b>	<b>\$392,580</b>		<b>\$51,870</b>

## Custom Designs

- Ability to create multiple benefit classes within practice to accommodate needs
- Premium flexibility
- Individual physicians can pay premium for tax-free benefit
- Voluntary – doctors can opt out, not mandatory
- Buy-up – practice can pay for baseline amount to attract, retain and reward, the doctors buy additional coverage on their own
- Aggregation pricing – we are able to base underwriting on our KeyArx pricing pool, which typically translates to savings and/or larger benefit levels

## Flexible Benefits

- Plan designs that are not readily available for smaller groups are now available through our program
- Flexibility to design dental plans that best suit employee base
- Improve current dental plan design and network access
- Provide savings for all the groups
- 2nd year rate cap or 2-year rate guarantees

## Fast Personalized Service

- Dedicated service that will allow employees and employers to manager their plans efficiently
- Utilize and leverage technology to aid employees during the plan utilization and claims process

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