

A Guide to Self-Funding

Level-funding solution for small to mid-size businesses

The benefits you want. The protection you need.



Small Business Benefits

Trustmark[®]
benefits beyond benefits

Self-Funding

Employers like you often struggle to find healthcare benefits options that give you the control, flexibility and value you need – until now.

When you choose us, you get better control over your health benefits, the flexibility to tailor your self-funded plan design to your specific needs, and the opportunity to receive a refund if your group's claims are lower than expected.

Our level-funding solution for small to mid-size employers with self-funded health benefit plan designs administered by Star Marketing and Administration, Inc., and stop-loss insurance provided by Trustmark Life Insurance Company gives you peace of mind – you can offer your employees the benefits they want while we protect your business from big claims. Plus, if you have a surplus in your account, you may receive a refund!



Self-funding with us has many advantages, including:

Opportunity for future savings - If there is a surplus in the aggregate claim liability account (also called claim pre-fund account) for your self-funded plan at the end of the agreement, a portion of that money will be credited to your account and used to lower your costs in future months or returned to you as cash, depending on your plan design.

Stop-loss protection - If medical claims paid by your self-funded health benefit plan are higher than the amount of money funded in the claim pre-fund account, you're protected with stop-loss insurance. The stop-loss insurance takes effect and pays covered claims over the amount you've funded, which means if the entire group has high claims, or your group has specific coverage and an individual has a catastrophic claim, you don't need to worry.

Predictable payments - Payments are the same amount each month, regardless of claim activity, which allows for better budgeting and peace of mind.

Attract and retain employees - We offer a variety of self-funded health benefit plan designs with benefits ranging from comprehensive medical to preventive-only. Simply select the plan(s) that best meet the needs of your company. Self-funded dental plan designs are available with select health plan designs.

Savings on state premium taxes - Self-funded claim dollars are not subject to state health insurance premium taxes, which helps lower costs.

Transparency of healthcare dollars - You'll have convenient access via the Document Center to reports showing how your healthcare dollars are being spent, which means you'll be armed with knowledge that can help you target specific areas in your plan design to modify at your next plan year. You'll have access to a monthly report summarizing claim liability and also a set of comprehensive claim activity reports that provide an instant view of your claim utilization for the first six, nine, 12 and 18 months after the start of your plan year. The claim activity reports include: Enrollment by Month, Summary by Patient Type, Service and Diagnostic Category, and a Prescription Drug Utilization Report.

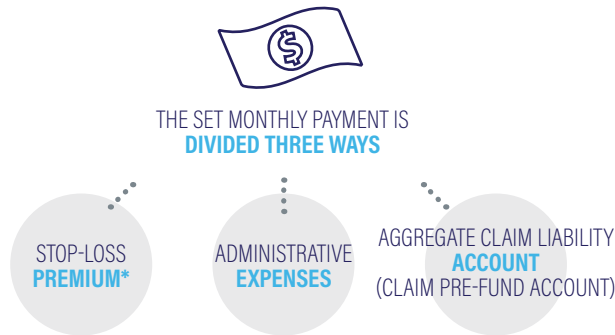
How does our self-funding work for you?

You pay for covered claims incurred by your employees under your self-funded health benefit plan. To help minimize the risk and protect your business, stop-loss insurance pays if claims are more than what you funded.

Aggregate stop-loss covers claims over a certain amount for the entire group, and the specific stop-loss, if applicable, covers claims over a certain amount for a specific person.

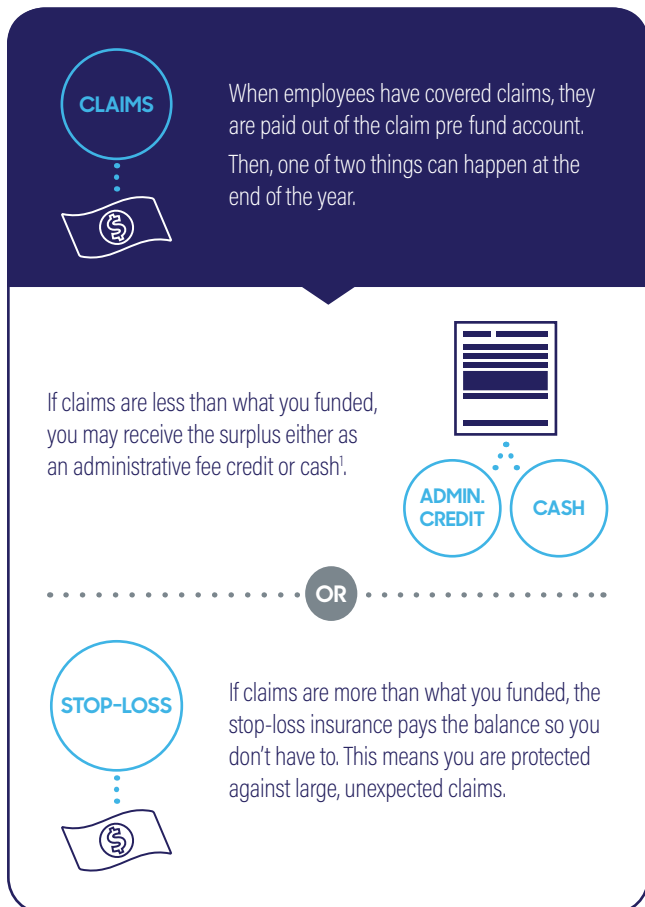
We help you budget with fixed monthly payments

You pay a fixed monthly payment for medical, and dental if selected, which goes toward the aggregate and specific stop-loss insurance premium, as applicable, administrative costs and claim pre-fund account.



*When a Trustmark Healthy ChoicesSM, Trustmark *HealthyEdge*SM or Trustmark Healthy Incentives[®] plan design is selected, both aggregate and specific stop-loss premium are included in the monthly payment. When a Trustmark *HealthyDental*SM plan design is selected, no additional stop-loss premium is required as covered claims are applied to the aggregate stop-loss limits for the medical plan.

When a Trustmark Preventive PlusSM plan design is selected, only aggregate stop-loss premium is included in the monthly payment. Specific stop-loss does not apply.



¹ Not all surplus options have a cash option.

We give you the opportunity to manage your surplus

If claim activity is favorable, you may have a surplus in the claim pre-fund account. Groups may choose a new surplus option at their new plan year.

Choose one of five surplus options.²

- ▶ **1/2 Administrative Fee Credit Surplus³**
1/2 administrative fee credit applied in the subsequent plan year. However, any surplus is forfeited if the agreement is terminated on or off anniversary.
- ▶ **2/3 Administrative Fee Credit Surplus⁴**
2/3 administrative fee credit applied in the subsequent plan year. However, any surplus is forfeited if the agreement is terminated on or off anniversary.
- ▶ **2/3 Administrative Fee Credit, 2/3 Cash Surplus⁴**
2/3 administrative fee credit applied in the subsequent plan year or 2/3 as cash if the agreement terminates on anniversary. However, any surplus is forfeited if the agreement is terminated off anniversary.
- ▶ **Cash Surplus**
A cash refund after surplus determination.

How do these surplus options work?

Our self-funded plan designs with one of these surplus options have a 15-month runout period; therefore, covered claims will continue to be paid for 15 months after the agreement ends. Based on the group's claims experience, Trustmark Life Insurance Company will estimate an amount of money to hold in the terminal liability reserve to pay claims during the runout period. Groups will have their surplus determined in the 16th month after the effective date. Once the surplus is determined, it cannot be changed, regardless of actual claim activity at the end of the runout period.

▶ Traditional Cash Surplus

A cash refund after the runout period.

How does this surplus option work?

Our self-funded plan designs with this surplus option generally offer a choice of a 9- or 12-month runout period; therefore, covered claims will continue to be paid for 9 or 12 months after the agreement ends. At the end of the runout period, groups receive a cash refund of money remaining in the claim pre-fund account. Note: Trustmark Preventive Plus self-funded plan designs offer only the Traditional Cash Surplus option with a 9-month runout period.

If the stop-loss insurance contract terminates before the end of the contract period, there is no aggregate stop-loss insurance available for the months the contract was in force. As a result, the employer is responsible for reimbursing Trustmark Life Insurance Company and/or Star Marketing and Administration, Inc. for any advances, including all aggregate advances. The employer is also responsible for paying all covered claims below the specific deductible, if applicable, that were incurred and not paid while the plan was in force. Additionally, if the 1/2 Administrative Fee Credit Surplus, the 2/3 Administrative Fee Credit Surplus or the 2/3 Administrative Fee Credit, 2/3 Cash Surplus option was selected, the employer forfeits the surplus.

Termination of a Trustmark Healthy Choices, Trustmark *HealthyEdge* or Trustmark Healthy Incentives plan design simultaneously terminates the Trustmark *HealthyDental* plan design.

² Surplus option availability varies by plan design and state.

³ We retain 1/2 of the surplus as a delayed administrative fee.

⁴ We retain 1/3 of the surplus as a delayed administrative fee.

Experience the Trustmark difference:



We are part of the Trustmark family of companies, which serves more than 2 million covered lives or plan participants.



Tailored self-funded benefit solutions for small to mid-size businesses.



A pioneer in self-funding for smaller businesses, we provide affordable health benefit solutions.



Seamless integration of self-funded health plan administration, claim payment and stop-loss insurance.



Plan designs with and without PPO networks provide freedom of choice in healthcare providers.



Exceptional personal service helps ensure satisfaction.

Big benefits for small to mid-size businesses.

The information contained in this product brochure is a general description of features, benefits, requirements and restrictions of the Administrative Services Agreement. More details are provided in the Administrative Services Agreement, which is the prevailing document.

Trustmark®, Trustmark HealthyChoicesSM, Trustmark *HealthyDental*SM, Trustmark *HealthyEdge*SM, Trustmark Healthy Incentives®, Trustmark Preventive PlusSM and Trustmark Small Business Benefits® are trademarks of Trustmark Insurance Company.

Trustmark Small Business Benefits®

Plan design availability and/or coverage may vary by state. Self-funded plans are administered by Star Marketing and Administration, Inc., and stop-loss insurance coverage is provided by Trustmark Life Insurance Company.

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