

## **Getting a quote from WMI is simple!**

By: David Leo, President of Western Mutual Insurance® & WMI TPA®

Oftentimes, when WMI offers to provide a group health insurance quote to an employer, the reaction is less than enthusiastic. Not because the employer isn't interested in saving money on group health insurance premiums, rather it's because the employer dreads the process of securing a group health insurance quote.

If there's one thing every employer hates about group health insurance, it's the cost. If there's a second thing, it's the hassle involved in obtaining competitive quotes. Hopefully, after reading this article, you will see how easy it is to obtain a group health insurance quote with WMI and you'll take a few minutes to gather some basic information so we can start saving you money as soon as possible.

### **Step 1: Contact our Marketing and Sales Department . . .**

If you've never had the pleasure of talking to someone from WMI's Marketing and Sales Department, I would invite you to contact them right away. Our sales staff is trained to be courteous and helpful, not pushy. Smaller companies, generally those with less than 50 employees, should ask for Jim Leigh or Chuck Moore. These two gentlemen are WMI's fully-insured product experts and they can walk you through our simple process of obtaining a group health insurance quote. Larger employers should ask for Lynn Strate or Sandra Cederholm. These two ladies are the partially self-funded product experts and they can explore the options and benefits of partial self-funding with WMI TPA, a third party administrator that is a wholly-owned subsidiary of WMI. Our marketing and sales staff can be reached at (800) 748-5340.

### **Step 2: Provide basic information . . .**

Although this is the part most employers find the most painful, we do our best to make it as smooth as possible. Of course, we can always provide a "street rate" quote that is not underwritten and is based solely on the age and coverage status of the anticipated participants, but those types of quotes are of limited value since they are generally nothing more than an insurance carrier's lowest rate or starting point before underwriting factors are applied. I should note that the requirements for obtaining a partially self funded quote are a bit different (and generally more simple) than what is required for a fully-insured quote, so if you are a larger employer, you should contact Lynn or Sandra before gathering and submitting information. That said, here's the information we need to provide a fully-underwritten insurance quote.

1. A brief Employer Application;
2. A list or census of eligible employees (including COBRA employees); and
3. An Employee Group Health Questionnaire from each participating employee (or an appropriately executed waiver of coverage).

### **Step 3: Choose the plan option that best fits your company's needs . . .**

Once we have received the required information, we will have our Underwriting Department review it and calculate a final underwritten rate. This process generally takes less than 72 hours. As soon as a final rate is calculated, we will compile several different plan options for you to consider. We offer plans with individual deductibles that range from \$150 to \$3,000; plans with in-network benefits as high as 90%; plans with first dollar coverage; and plans with optional prescription drug coverage. If one of our plan offerings makes sense for your company, we make it very simple for your company to make the switch to WMI. We offer full deductible credit from a prior insurance company toward the satisfaction of our deductible, we extend full HIPAA credit toward the satisfaction of any applicable preexisting condition exclusions, and we allow employers to choose the first day of any month as their policy's starting date. The entire process is easy and seamless and can be accomplished in a matter of a few days. What's more, we'll be there to assist you every step of the way.

**Remember ...** WMI was founded 35 years ago by petroleum marketers and for petroleum marketers. We have not lost sight of our mission, and it is my sincere belief that WMI has a unique role and commitment to the WPMA membership that doesn't exist anywhere else. Call us today and let us show you what WMI can do for you and your company.