



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

WMI® ~ Your PARTNER

for Health, Dental, Vision, Life & Short-term Disability!

Back in 1974, a handful of successful and insightful petroleum jobbers established the self-funded Intermountain Oil Marketers Trust (IOMT).

The idea behind the trust was to offer members of the Intermountain Oil Marketers Association (IOMA) quality group health insurance at affordable rates. The thought was that by eliminating the traditional profit-driven insurance company, limiting overhead and margin, sidestepping independent insurance agents and their commission loads, and focusing solely on the best interest of the IOMA members, the self-funded ERISA trust would be in a unique position to deliver high-value quality health insurance to IOMA members. Much has changed in the 40+ years since the IOMT was founded, but our commitment to offer quality insurance at affordable rates is still at the core of our mission statement.

Since its inception four decades ago, the IOMA benefit program has transformed into a much broader and established program with far more coverage options than ever anticipated. Despite this growth and diversification, one thing has remained consistent: WMI Mutual Insurance Company (WMI), the successor to the IOMT, exists for the exclusive benefit of its policyholders and continues to help members successfully and prudently manage their benefit dollars.

Although WMI is no longer an ERISA trust, it is one of the few remaining mutual insurance companies in the health insurance market. This means WMI is owned by its policyholders (rather than stockholders), it exists and operates for the benefit of its policyholders, and any profit it generates inures to the benefit of its policyholders rather than independent investors.

WMI is a fully licensed health insurance company. It operates in seven western states, and offers a wide range of medical, dental, vision, life and short-term disability insurance products.

IOMA is now known as the Western Petroleum Marketers Association (WPMA), a seven-state trade association that is among the premier trade associations in the country.

Although the majority of WMI's business is still written on a direct basis, there are a few hand-picked agents and brokerages who have proven themselves to be head and shoulders above their competitors, and have been given authority to offer WMI's policies to their clients who want to be insured with WMI but desire the assistance of a professional insurance producer.

As the Affordable Care Act (the ACA or Obamacare) reshapes the employee benefits landscape, I'd like to remind you of the various benefit programs we offer (in addition to health insurance), and invite you to contact us if you would like additional information or if any of the programs are of interest to you, your company, or a business associate. I'm sure WMI has a product that will enhance your company's benefit offerings, and I would love an opportunity to reacquaint you with our company and our mission: to be the company of choice for WPMA members, by delivering the most cost-effective and highest-value health insurance available.

SELF-FUNDED BENEFIT ADMINISTRATION:

For companies with at least 51 employees that desire to partially self-fund their employee benefits up to a comfortable level of risk, WMI TPA administers medical, dental, and/or vision plans. Companies of that size are excellent candidates to self-fund their medical benefit programs (especially in 2016 and beyond when the ACA will redefine the term "small employer" and force employers of up to 100 employees with non-grandfathered plans to move to community-rated ACA metal plans). Employers of all sizes should consider self-insuring their dental and vision plans with WMI TPA since these programs involve moderate risk but provide significant tax savings to the employer and employees.

DENTAL AND/OR VISION INSURANCE:

WMI offers fully insured group dental and vision insurance to companies of all sizes. This insurance can be purchased on a stand-alone basis with modest employer contribution and employee participation requirements.

GROUP TERM LIFE INSURANCE:

WMI offers life insurance in amounts of \$10,000 or more. Non-smoker rates are very reasonable, and smoker rates are competitive. For as little as \$1.00 per month, this vital benefit can ensure a burial with dignity or the furtherance of a child’s education. It gives me a great sense of comfort when I sign a life insurance check that I know will be used by a family during a time of great sorrow and financial stress.

SHORT-TERM DISABILITY INSURANCE:

WMI offers this valuable benefit in varying amounts from \$800-\$4,000 per month for as little as \$.50 per day. This important but often neglected benefit offers critical financial protection to employees when they are unable to work and they need financial assistance the most.

MEDICARE SUPPLEMENT INSURANCE:

When an individual turns 65 or enrolls in Medicare, it is important to fill in the gaps of Medicare coverage with a Medicare Supplement policy. WMI offers several different Medigap policies, at very competitive rates.

PRODUCT OFFERINGS:

PRODUCT	TARGET MARKET	STATES	OFFERING COMPANY
Partially Self-Funded Benefit Administration (medical)	Companies with 51+ Employees	AZ, CO, ID, MT, NM, NV, OR, UT & WA	WMI TPA
Dental Insurance (fully insured)	Companies with 2+ Employees	AZ, ID, MT, NM, NV, UT & WA	WMI
Dental Insurance (self-funded)	Companies with 2+ Employees	AZ, CO, ID, MT, NM, NV, OR, UT & WA	WMI TPA
Vision Insurance (fully insured)	Companies with 2+ Employees	AZ, ID, MT, NM, NV, UT & WA	WMI
Vision Insurance (self-funded)	Companies with 2+ Employees	AZ, CO, ID, MT, NM, NV, OR, UT & WA	WMI TPA
Short-Term Disability Insurance	Companies with 2+ Employees	AZ, ID, MT, NM, NV & UT	WMI
Group Term Life Insurance	Companies with 2+ Employees	AZ, ID, MT, NM, NV, UT & WA	WMI
Medicare Supplement Insurance (Plans A, C and F)	Individual Medicare Enrollees	AZ, ID, MT, NM, NV & UT	WMI

Please take a moment to review the many benefits offered by WMI and WMI TPA and consider whether your business might be enhanced by offering these products to your employees and their families. If you have any questions or would like to visit about WMI and our various insurance programs, please contact me at your convenience. I can be reached at (801) 263-8000 or davidleo@wmimutual.com.

As Always ...

If you have questions about this article or would like to discuss your company’s insurance program, please feel free to contact WMI. If you would like to learn more about how WMI can meet your company’s insurance needs, please contact our Marketing Department at (800) 748-5340. We would also invite you to visit our website at

**www.
wmimutual.
com**

For other interesting articles and helpful information about group health insurance.