

PREMIER SENIOR HEALTH PLAN FAQs

What is Premier Senior Health Plan (PSHP)?

PSHP, exclusively marketed nationwide by Health Insurance Services, is a tax-advantaged group medical and Rx plan offered through a sponsoring entity for members 65 and older. It is designed to pay the out-of-pocket medical expenses covered but not paid in full by Medicare. More specifically, it is a full-service group Medicare Supplement insurance that is designed like a plan F, but with more deductible and co-pay options.



Representing



Why should I sell PSHP?

By adding PSHP to your portfolio, you offer a solution that most other Agents are not. Keep in mind that approximately 10,000 people are turning 65 daily in this country – many of whom are business owners. The demand for senior health and Rx benefits will only increase in the coming years. Agents who have sold PSHP find it to be an excellent prospecting tool that will set you apart from your competition and allow for cross-selling opportunities of other products you or your agency provides.

If PSHP is a group plan, what opportunities are there for Agents who strictly sell individual policies?

PSHP can go down to one life for medical coverage. If someone is a business owner with a Federal Tax ID # then his or her company can sponsor the plan and pay for premiums with the same tax advantages as any other group plan.

What size groups are ideal for PSHP?

Ideally small groups are great for writing PSHP because Medicare is primary. 65+ employees, retirees, and spouses can be carved out and moved onto the plan and see a savings in comparison to a group's existing major medical.

What types of groups are ideal for PSHP?

Small businesses, professional offices, nonprofits, and religious organizations are ideal. Agents have sold PSHP to car dealerships, law practices, doctors' offices, churches, and hardware stores. These are just some examples of small groups that fit well into the category of employers that look out for their own and want their working and retired seniors to receive superior coverage and service on a group platform rather than switch to an individual product.

What type of special licensing or certification is involved to write this?

None, but we do have periodic live and pre-recorded webinars to train Agents on PSHP, and of course Health Insurance Services is always there as a resource to answer any questions, provide quotes, build a savings and benefit analysis, join on a conference call, and help you close on a case-by-case basis. We can also provide you customizable marketing materials and send kits that serve to educate your client or prospect on the plan.

Do I need to complete scope of appointment paperwork?

No. Given that this is a group product, you are welcome to openly approach business owners with this solution.

If someone is on a Medicare Advantage plan and wants to switch to PSHP, won't he or she be subject to underwriting?

No. PSHP is both guaranteed-issue and guaranteed-renewal. Also, someone on a Medicare Advantage plan can move onto this group Supplement without answering any medical questions or underwriting.

Are there network limitations?

No. This is a true Supplement, so the beneficiary can self-refer to any of the 94% of doctors or 99% of hospitals nationwide that accept Medicare assignment.

What if someone retires or closes his or her business, will they still be covered?

Yes. The plan is portable into retirement with at-home billing service and the same coverage as before.

How do I get contracted?

We will send producer paperwork upon request. As long as you remain Agent of record and the business stays in force you will be paid.

How do I get a quote?

Typically for smaller groups of only a few lives, we only require you send dates of birth and the sponsoring entity's name to build a quote. As the number of lives grows larger, we prefer more information such as gender breakdown, zip codes, and the current plan design to customize a more competitive quote.

Can PSHP be offered voluntarily by the sponsoring entity?

Yes. PSHP can be 100% employer-paid, partially employer-paid, or completely voluntary.

Where do I direct support issues with regard to billing and coverage?

Health Insurance Services will handle any questions or issues in a timely and courteous manner. Whether it be a billing concern, coverage issue, even conferenced assistance with CMS, we are there to advocate for your client.