



# The Insurance Insider

October 2010

## In This Month's Issue:

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3. "Spook-tacular" Savings
4. Too Scary To Miss Special Offer



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Somers, NY 10589  
Toll Free: 800-514-3513  
Direct: 914-633-1717



"Don't Fear Your Competitor—They will never send you money.

**FEAR Your Customer."**

-Jeff Bezos, Founder, Amazon.com

## Happy Halloween!

Fall has arrived! Soon little people dressed up in costumes will be visiting you saying "trick or treat!" We hope you have a Happy and safe Halloween.

Here are some Quirky Holidays that are also celebrated in October:

**Oct 1st: World Smile Day**

**Oct 10th: World Mental Health Day**

**Oct 14th: Be Bald and Be Free Day**

**Oct 15th: National Boss' Day**

**Oct 26th: Worldwide howl at the moon night**

**Oct 30th: National Forgiveness Day**

Fall is also the beginning of "open enrollment season." This is the time of year when companies both small and large are shopping for health insurance in record numbers. It continues to be a major challenge for small business owners to find an affordable health care plan despite The Healthcare Reform Bill that was passed this year.

It is estimated that health insurance rates will increase next year by about 12% and Healthcare Reform is not helping keep the increases in check as promised. Insurance companies are continuing to raise rates at a record pace.

Metlife, a leading provider of employee benefits has released an in depth study about employee benefit trends called, "**Building a Better Benefits Program Without Breaking The Budget.**" It's a very interesting report and we think you will find it very helpful.

*We have reserved 50 copies of this special study from Metlife. If you would like a free copy call our office today at: 914-633-1717. We will be happy to send you one, while quantities last.*

**Did You Know  
We Offer All  
These Services?**

- Group Health
- Group Life
- Group Dental/Vision
- Group Disability
- Life Insurance
- Short Term Disability
- Long Term Disability
- Long Term Care
- 401K Retirement Plans



## Healthcare Reform... What You Need to Know



### Small Business Health Care Tax Credit:

Small business health care tax credits are available now! Qualifying small businesses can claim them on their 2010 return. Be sure to check with your tax advisor to see if your company is eligible.

The credit is worth up to 35% of the employer contribution and is available in tax years 2010-2013. To be eligible for the credit, a small business must:

- Cover at least 50% of the cost of health care for its workers
- Have less than 25 full-time workers
- Pay average annual wages below \$50,000, and
- Be either a taxable or tax-exempt organization

The wages of the owner and his/her family members who work for the business do not count in calculating the average annual wages.

### New York "Bridge" Plan:

New York State's Pre-Existing Condition Insurance Plan (PCIP), called the NY Bridge Plan, for high-risk individuals is enrolling eligible individuals.

To be eligible for the program, an individual must:

- Be a legal US resident,
- Be a resident of New York State,
- Have one or more pre-existing condition
- Not have had health care coverage for the last six months

### Dependant Coverage Extended to Age 26:

Employers offering dependent coverage must extend the coverage offer to eligible dependents up to age 26. For plan years beginning before 2014, grandfathered plans do not have to extend coverage to adult children eligible to enroll in another employer-sponsored plan.

New rates have been adjusted to include the additional coverage. Employers offering dependent coverage should inform their employees that they can now add dependants up to 26 years of age.

### Lifetime Dollar Limits Prohibited & Annual Dollar Limits Restricted

Lifetime dollar limits have been eliminated from all new plans. Annual dollar limits on "essential health benefits" on plans with enrollment from 9/23/10 – 9/22/11 can be limited to \$750,000.

In future years these limits will increase as follows:

- 09/23/11 – 09/22/12: \$1.25 million
- 09/23/12 – 01/01/14: \$2.0 million

After 01/01/14, no annual dollar limits will be allowed.

### Pre-existing Conditions:

Plans cannot impose pre-existing condition exclusions for children under 19, beginning in 2010. This will apply to all enrollees beginning in 2014.

*Confused? if you would like more information on how health care reform will affect your business,, please call our office at: 914-633-1717.*



### Special Thanks to our loyal clients who referred us their friends:




John Carroll  
Sharon Goyal  
Thomas Nuzzutti

Jeff Peters  
Ted Kozawolski

# “Spooktacular” Health Plan Savings!



**Start Saving Money Today!  
But Hurry, these low prices are only good  
till 12/31/10**

 <p><b>Oxford Liberty HMO</b></p> <p>In Network Only                  Doctor Co-pay \$30.00                  Specialist Co-Pay—\$50.00                  Lab Fee: No Charge                  Hospital Inpatient \$500 p/day                  Lifetime Max: Unlimited                  RX Card: None</p> <p><b>Single: \$356.96</b>  <b>EE/Sp: \$785.31</b>  <b>EE/Ch: \$660.38</b>  <b>Family: \$1,106.58</b></p>	 <p><b>Emblem EPO</b></p> <p>In Network Only                  Doctor Co-pay \$40.00 / 0 Child                  Specialist Co-Pay—\$40.00/ 0 Child                  Lab Fee: \$40 / 0 Child                  Deductible: \$1000/3000                  Out of Pocket: \$1500/4500                  RX Card: \$15 Generic</p> <p><b>Single: \$357.12</b>  <b>EE/Sp: \$854.55</b>  <b>EE/Ch: \$665.34</b>  <b>Family: \$1,075.99</b></p>	 <p><b>HealthPass/HIP—EPO</b></p> <p>In Network Only                  Doctor Co-pay \$30.00                  Specialist Co-Pay—\$50.00                  Lab Fee: Ded &amp; Coins                  Deductible: \$1500/3000                  Out of Pocket: \$2500/5000                  RX Card: 20/30/50</p> <p><b>Single: \$380.51</b>  <b>EE/Sp: \$898.63</b>  <b>EE/Ch: \$757.48</b>  <b>Family: \$1,227.69</b></p>
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**Fax This Form Back To: 1-914-931-1975 Today!  
Or Call: 1-800-514-3513 For More Information**

\* These plans are for NYC employers with 50 or less employees. Rates vary by location.

Name \_\_\_\_\_ Company: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Our current health coverage is with: \_\_\_\_\_ Number of Employees: \_\_\_\_\_

It Would Be Scary to  
Miss This Free Offer!



**Easy Free Quote Request Form**

I would like a quote for:

- Group Health Insurance
- Group Dental Insurance
- Group Life Insurance
- Group Disability Insurance
- Individual Life Insurance
- Individual Disability Insurance

**FAX US NOW!**

Name: \_\_\_\_\_

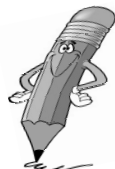
Company: \_\_\_\_\_

Email: \_\_\_\_\_

**Fax this form back to: 1-914-931-1975 or call 914-633-1717 or email: [info@healthplansny.com](mailto:info@healthplansny.com)**

**8 Great Reasons To Call!**

1. *Shocked at your renewal increases? People are saving up to 27% by calling for a free comparison quote.*
2. *We will work to get you every discount you deserve.*
3. *We Guarantee you will always have the proper coverage at the best rate!*
4. *We do the shopping for you. Quotes from every company within minutes.*
5. *We service what we sell. Say good-bye to your claim problems.*
6. *35 combined years of experience.*
7. *One-Stop-Shop for all your benefit needs.*
8. *Referral Rewards Program.*



**We've Got The  
Sharpest Pencil in  
Town!**

HPNY  
340 Route 202  
PO Box 299  
Somers, NY 10589

It's our Annual Halloween Fright Issue. Be Afraid.  
Be Very Afraid!



**Boo!**