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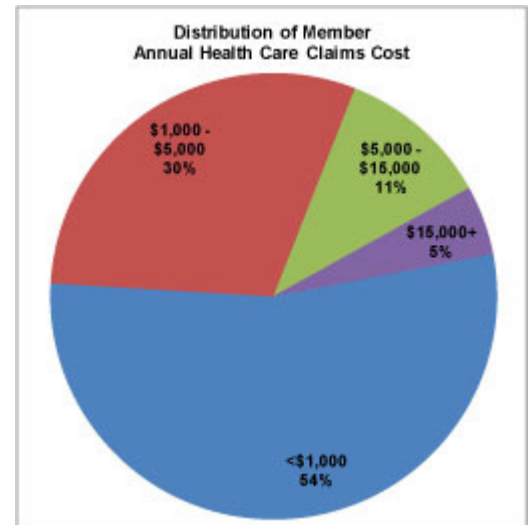
The Distribution of Member Health Care Expenses

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How will your employees and their dependents be impacted by deductible levels or annual benefits limits?

To answer this question, it is important to understand the distribution of plan participant's estimated health care expenses. Developed from Milliman's Health Cost Guidelines™, the below chart illustrates the likelihood that a covered member's annual health care claims will exceed \$1,000, \$5,000, or \$15,000. It is also important to understand how cost sharing or benefit limits will reduce overall plan expenses. **Only approximately 16% of plan participants are estimated to incur greater than \$5,000 in annual health care expenses.**



Note: The above charts are for illustrative purposes only. Actual claim cost distribution is dependent upon plan benefit design, geographic cost factors, population morbidity, and random fluctuations. The charts reflect estimated cost for individual members, not families. Actual results will vary.

About Essential StaffCARE

Essential StaffCARE (ESC) is the largest provider of employee benefits to the staffing industry. ESC has over 500 Staffing Companies as clients, representing thousands of branch locations with over 1.5 million eligible temporary employees across the country.

About Insurance Applications Group, LLC

Insurance Applications Group, LLC (IAG) is a national employee benefits firm specializing in the development of voluntary, payroll deducted insurance products with best-in-class enrollment and communication services. IAG's extensive experience in this niche market allows IAG to work closely with PAI to develop improvements in plan design, pricing, and administration for the Staffing Industry. Our results have proven superior to all comparable programs in the industry.

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