

Enhancing Accident Insurance



Who buys it?

Accident coverage appeals to all ages. Trustmark Accident coverage is spread fairly evenly across people aged 21 to 60.

Accident coverage appeals to all genders. It is generally purchased equally between male and females.

57%
Employee only

16%
Employee & Spouse

15%
Family

11%
Employee & Children

Source: Trustmark book of business. 2020.

Why Trustmark's individual Accident plan?

We researched what benefits are most often used, and compared that to what our competitors offer. We learned that 10 benefits and 3 hospital services account for 97% of accident claims paid. Our goal when creating these new plans was to deliver the highest available benefit for the most utilized services, all at a comparable cost to our competitors. And that's just what we did.

10 benefits and **3** hospital services account for **97%** of accident claims paid.

Highly Utilized Benefits	Trustmark	Carrier 1	Carrier 2	Carrier 3	Carrier 4
Hospital admission	\$2,250	\$1,500 or \$2,250 ICU	\$1,000 1 x per year	\$1,500 1 x lifetime	\$1,500
Hospital	\$500	\$400	\$200	\$300	\$350
Hospital ICU	\$600	\$600	\$600	\$600	\$850
ER	\$250	\$150	\$200	Up to \$750	\$200
Doctor/urgent care	\$150	\$100	\$125	Up to \$750	\$120
Follow-up visit	\$150	\$100	\$30	\$50	\$100
Fractures	up to \$12,500	\$10,000	\$8,000	\$6,000	\$7,500
Physical therapy	\$75	\$35	\$30	\$30	\$100
Lacerations	up to \$1,200	\$800	\$400	\$50	\$1,600
Appliance	\$225	\$200	\$100	\$125	\$700
Ambulance	up to \$2,500	\$2,500	\$1,000	\$900	\$350
Tendon/ligament/RC	up to \$1,800	\$1,500	\$600	\$500	\$800
Wellness and health screening	\$100	\$100 one payout for all contracts	\$50 one payout every 12 months	\$75	\$100
Total available benefit	\$22,300	\$18,735	\$12,335	\$11,630	\$14,270

Why sell it?

- Accident was the most frequently sold product by voluntary brokers in 2019*
- Helps fills the gaps in health insurance including deductibles, co-pays, high-deductible health plan (HDHP)
- Many plans include options for wellness benefits to promote well-being **
- Coverage is guaranteed issue to all eligible employees and dependents
- Coverage does not terminate at specific ages***
- Able to add product at re-enrollments
- Premiums are level

* Source: Brokers and Voluntary Benefits - Growth in a Changing Market. Eastbridge Consulting Group. April 2020.
 ** Wellness benefits and availability may vary by Plan and state.
 *** Not applicable to dependent children

Highest total available benefit!

Illustration based off of Trustmark's accident plan with highest benefit maximum with one time use of each benefit against comparable competitor plan. Competitor plans may have flexibility to change. Benefits may vary by state.

Voluntary Benefits



Let's take a look...

How does it work?

ACCIDENT: Employee slipped on ice and fell

DIAGNOSIS: Fractured right ankle

TREATMENT: Surgery to repair fractured ankle

Benefits Provided	Trustmark	Carrier 1	Carrier 2	Carrier 3	Carrier 4
Ambulance	\$600	\$600	\$200	\$300	\$350
Hospital admission	\$2,250	\$1,500	\$1,000	\$1,500	\$1,500
One day in hospital	\$500	\$400	\$500	\$300	\$350
Fracture (open)	\$1,500	\$1,200	\$2,000	\$2,400	\$2,000
Crutches	\$225	\$200	\$125	\$125	\$50
Follow-up visit	\$150	\$100	\$100	\$50	\$100
Total paid	\$5,225	\$4,000	\$3,925	\$4,675	\$4,350

Illustration based off of Trustmark's accident plan with highest maximum benefit and other carriers' comparable plans. Products, benefits and availability may vary by state.

Sample premiums (weekly)

	Trustmark	Carrier 1	Carrier 2	Carrier 3	Carrier 4
EE	\$5.39	\$6.63	\$4.03	\$5.70	\$9.68
EE & SP	\$8.01	\$10.91	\$6.57	\$10.90	\$14.33
EE & Child	\$10.15	\$11.97	\$7.77	\$11.93	\$15.67
Family	\$12.77	\$15.35	\$10.31	\$14.65	\$21.62

Illustration based off of Trustmark's accident plan with highest maximum benefit 24-hour coverage \$100 Health Screening Rider, Accidental Death Benefit, and Catastrophic Accident Rider and other carriers' comparable plans. Products and availability may vary by state.

**You care.
We listen.**

Contact a Trustmark sales representative to learn more.
TrustmarkVB.com/contact-us/

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Underwritten by Trustmark Insurance Company
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