



# Why hospital insurance

**Hospital bills can have a huge impact on employees, especially because they're often unexpected. With hospital insurance you have an opportunity to protect employees from costly medical expenses - both those expected and unexpected.**

Hospital insurance can pay a benefit for admission, confinement and transportation to and from the hospital. We've also seen stories of those who've had a hospital visit that ended with a significant medical bill, even with insurance. Offering hospital insurance is a great way to round out your employees medical coverage while providing a benefit employees value.

## Costly medical bills can be devastating

Many employees may expect that their medical coverage cover the entire cost of their hospital bills. If you're offering medical coverage with a sizable deductible, copays or coinsurance, employees may be caught blindsided by the out-of-pocket costs of their hospital visit. Even taking into account those with insurance, the average cost of a hospital stay is \$14,900.<sup>1</sup>

When you consider that 59 percent of people who file for bankruptcy believe that medical debt was a contributor to their bankruptcy, hospital insurance takes on even more importance to help keep employees physically and financially healthy so they can perform at their best at work.<sup>2</sup>

## An asset for growing families

Not all visits to the hospital are unexpected, in fact, they can sometimes be long-expected and much-anticipated. For policyholders that are growing their family that protection can be a huge help. The average out-of-pocket cost for childbirth is \$2,854 with even higher costs for complicated deliveries.<sup>3</sup>

Hospital insurance helps to make sure that new parents can leave the hospital focused on the new addition to their family and not their finances. In many cases, the policy will pay benefits for both the mother and the child.

<sup>1</sup>Agency for Healthcare Research and Quality. Healthcare Cost and Utilization Project. 2022.

<sup>2</sup>"What states can do to help Consumers - Medical debt". National Consumer Law Center. 2020.

<sup>3</sup>Health costs associated with pregnancy, childbirth and postpartum care. Kaiser Family Foundation. 2022.



## The perks to offering voluntary benefits:



Enhances your benefits package, giving employees the ability to tailor their benefit selections to meet their needs. And it comes at no cost to you.



Gives you an opportunity to spread awareness about your corporate initiatives (e.g., HDHPs, dependent audit or 401(k) enrollment) alongside the standard benefits education.



Gives your employees additional financial security.



Eliminates existing coverage gaps, so you have a well-rounded benefits portfolio to attract and retain talent.

# Why Trustmark's hospital insurance



With Trustmark Hospital StayPay®, you have unmatched flexibility to tailor protection to match the gaps in your medical coverage and help protect employees. On top of that, we offer unique benefits that can make a difference for your employees:

- Daily hospital benefits "stack" with daily ICU benefits - we pay both
- Admission to a hospital for mental wellness or addiction recovery are treated the same as any other admission
- We can offer Claim-free Return - for every two years a policyholders goes without filing a claim, we pay them a \$100 benefit
- We can offer up to 365 days of coverage for a hospital stay, meaning no separation periods on when a policyholder can use benefits



## The Trustmark difference



### Innovative Solutions

Trustmark designs innovative voluntary benefit solutions to provide valuable insurance protection that helps fill gaps in coverage to provide employees with greater financial security. Our commitment to tailoring our solutions around the needs of our customers means we offer the best possible protection for our policyholders.



### Exemplary Service

We provide exemplary service to address the challenges that can come with offering and managing benefits. From employee communication, to billing, to benefits administration, our clients have come to expect responsive, trustworthy service to help simplify their benefits offering.



### Trusted Partner

With more than 100 years of success in the voluntary benefits industry, we know what it takes to deliver results. At Trustmark, our focus is on using that experience to establish a foundation of trust and develop long-lasting, deep relationships with our clients.

**You care.  
We listen.**

For more information, contact your broker or a member from our sales team. Visit us at [TrustmarkVB.com](https://TrustmarkVB.com).

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