



MEDICAL MUTUAL®

Special Broker Update

Date: May 19, 2021

Subject: MedMutual Bundled Savings™ Program – Premium Discount for Eligible Health Groups and New Business

Topic: Product Updates

Applies to: 51-1,000 Fully Insured Health Groups

Medical Mutual is excited to announce the launch of our statewide MedMutual Bundled Savings™ Program. We've designed this program to help you offer savings to your customers while providing them with added benefits and protections. MedMutual Bundled Savings™ gives 51-1,000 fully insured health groups the chance to earn up to a 2% discount on their health premium when adding on specialty products.

Product	Health Discount	Total Annualized Premium Required Per Product Line*
Dental (MedMutual Dental or Superior Dental Care)	1%	\$15,000 total annualized premium needed
Vision	0.5%	\$15,000 total annualized premium needed
MedMutual Life Products – Combo deal (Life, AD&D, STD, LTD, Accident, Critical Illness)*	0.5%	\$15,000 total annualized premium needed (any combination of MedMutual Life products totaling \$15,000)
Total Discount	Up to 2%	

A minimum of \$15,000 in annualized premium at time of quote is necessary to obtain a discount for each product. *Any number of MedMutual Life products can be combined to reach the minimum \$15,000 in annualized premium. The following scenarios provide common examples:

- Basic Life \$10,000 and STD \$5,000 (Both need to sell to be eligible for discount – total of \$15,000)
- Basic Life \$15,000 and STD \$5,000 (Life only needs to sell to be eligible and hit \$15,000, though they usually sell together)
- Voluntary Life \$10,000, Voluntary STD \$5,000 (Both need to sell to be eligible for discount – total of \$15,000)

Please note: If Dental has \$10,000 and Basic Life \$5,000— there is no qualification. Only the MedMutual Life coverages are combo deals.

In order to obtain the bundle discount on health premium, the specialty product(s) must be effective on a new group's health coverage effective date or on the group's renewal date. The discount applies for 12 months following the effective or renewal date. In addition, the specialty product(s) must remain continuously active to maintain the discount.

Participation requirements

The following requirements must be in place for a group to be eligible for the premium discount:

- 51-1,000 fully insured group (renewal and new business)
- Group must have and maintain 51 or more eligible contracts
- Specialty product annualized premium must total a minimum of \$15,000 per product line

- Voluntary products not in existence at time of quote are not eligible

Marketing Updates

To support spreading the word, Medical Mutual's marketing department is developing new materials and updating current collateral to include information on bundling health and specialty. There will be future announcements as new and revised materials become available on MyBrokerLink.

- [The MedMutual Bundled Savings™ Program flier](#) was created for immediate digital use.

For questions or more program details, please contact your Medical Mutual Sales representative.