

From: [Fred Hunt](#)
To: mike.stemler@delapro.com; jane.Navarro@delapro.com
Cc: [E-OHPSCA-STOPLOSS.EBSA](#)
Subject: Re: Self-Funding and Stop-Loss
Date: Monday, May 21, 2012 11:36:00 AM

Thanks! It is important.

Anne & Fred

On Wed, May 16, 2012 at 7:06 PM, Jane Navarro <Jane.Navarro@delapro.com> wrote:

To Whom It May Concern,

I would like to take this time to address any questions you may have regarding Self-Funding and Stop-Loss. We have approximately 100 clients, ranging from 100-10,000 employees under self-funded. All companies use a Stop-Loss product. It helps stabilize large claim expenses year over year.

Most groups have a high attachment point relative to the size of the group. The purpose of the high attachment point is that it allows the employer to take greater advantage of self-funded claims control. For small groups (i.e. 100 employees), it allows self-funded coverage to be a reality.

In regards to Stop-Loss integration into the plan, for smaller groups, Stop-Loss integration allows employers to self-fund and better control claims costs. Stop-Loss has relatively small administrative costs associated with it. Stop-Loss coverage is common in all self-funded plans, across all industries and employers.

Insurance carriers and Managing General Underwriters (MGUs) issue Stop-Loss. Stop-Loss must meet state insurance laws and are regulated as any other insurance carriers. Stop-Loss carriers are fairly uniform in their selectivity of clients, although some favor certain industries or don't do business in certain states. Stop-Loss is available to employers of any size. The variable would be the size of the specific and aggregate attachment points.

Stop-Loss has stabilized the self-funded market in a time when medical prices have skyrocketed out of control and predictability.

Should you have any questions or would like to discuss further, I can be reached at [209-939-3456](tel:209-939-3456) or mike.stemler@delapro.com. Thank you in advance for your time and consideration.

Sincerely,

Wm Michael Stemler

Delta Health Systems

| Sent on behalf of Wm Michael Stemler by Jane Navarro