

Short Term Health Insurance Plans

*Health Care is Expensive.
Health Insurance Doesn't Need To Be.*

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Product Value and Advantages

Short term health insurance is quickly becoming the alternative health plan of choice for individuals and families looking for an affordable option during a temporary life situation, such as being stuck in a 90-day employer waiting period, early retirement, aging off a parents plan, inability to afford COBRA coverage or another life change that leaves them uninsured..

Advantages of Pivot Health Short Term Health Insurance

- Coverage up to 364 days in select states
- No doctor network - see any physician or facility
- Doctor and specialist copay options
- Prescription drug coverage
- No surgical waiting periods
- Flexible deductible, coinsurance and coverage period maximum benefit options

Affordability of Plans

Short term health insurance is on average about 50% less than Obamacare (ACA) plans.

Access to Plans

- All providers accepted
- Only five underwriting questions
- U.S. citizenship not required
- Next day effective dates offered
- Child(ren) only policies available starting at age 6 months

Target Audience

- Hourly workers without access to company benefits
- Self-employed individuals in today's "gig" economy
- Workers stuck in an employer's 90-day waiting period
- Unable to afford COBRA
- Adult children aging off parents plan when they turn 26

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- Couples getting married or divorced
- Early retirees ineligible for Medicare
- College students needing coverage while away from home
- Individuals seeking less restrictions on doctor/hospital network
- Consumers seeking a more affordable option than Obamacare

Other Candidates for Short Term Health Insurance

Most industry workers do not receive employer-sponsored health insurance and can make too little to afford an ACA plan, but earn too much to qualify for Medicaid. From a bartender to ride-share driver, the average annual income of these service workers makes them ideal candidates for short term health insurance:



Average Annual Salaries

- Food service worker: \$23,269
- Hotel front desk: \$25,505
- Car detailer: \$19,900
- Retail sales associate: \$24,809
- Home health aide: \$24,395
- Uber driver: \$30,000

National averages based on [Glassdoor salary data](#).

Five Short Term Health Insurance Trends*

1. 61% of short term health plan buyers just need a temporary coverage solution
2. 27% buy short term medical plans because of their affordability
3. 51% of short term health plan buyers say they would be uninsured if not for the availability of short term medical
4. In 2017, the average short term premium was **\$79** a month for a 30-year old.
5. Comparing deductibles of 2017 short term health plans, the average deductible was **\$3,434** — \$2,658 less than the average deductible for a bronze plan (\$6,092)

*<https://goo.gl/zjTfLv> and <https://goo.gl/NGd4MR>

Cost Example

A healthy 30-year old male living in Texas with the option of purchasing an individual Affordable Care Act (ACA) plan or a short term health plan can pay:*

Plan	Deductible	Out-of-Pocket Max	Monthly Premium
ACA Plan	\$5,000	\$6,700	\$418
Short Term Medical	\$5,000	\$10,000	\$79

With short term health insurance this 30-year old male gets:

- Lower deductible
- \$30 doctor office copay and \$60 for Urgent Care or specialist
- \$49 telemedicine non-insurance benefit and vision discounts included
- Discount prescription drugs

With no claims, the 30-year old pays:

ACA Plan: \$5,016 per year for individual health insurance

Short Term: \$237 every 90-days or \$948 for 360 days for health insurance

That's \$4,068 in savings each year by enrolling in a short term plan!

**Example based on rates for a 30-year old male living in Dallas, Texas, obtained from HealthCare.com and Pivot Health.*

Short Term Health Plans Are Easy to Use Compared to Traditional Health Plans

- Coverage can start in 24-hours from enrollment.
- No waiting period on subsequent policies of 90-day back-to-back plans.
- Most ACA plans do not cover out-of-network care. Short term health plans with no doctor network restrictions allow consumers to see any doctor or specialist..

The State of Health Insurance

Health care advocacy organization Communicating for America [surveyed](#) nearly 1,000 Americans who either purchase their own health insurance or receive employer-sponsored health insurance. The study found an overall dissatisfaction of health care coverage, even among those who receive access to health insurance through an employer.

- 39% skipped receiving medical care in the last year due to out-of-pocket costs
- 55% believe those that purchase their own health insurance are worse off
- 69% believe the accessibility of health insurance is going in the wrong direction

In Washington D.C., Obamacare is not dead but changes have been made to the Affordable Care Act, giving consumers more freedom to purchase non-qualifying health plans like short term health insurance.

1. As of January 1, 2019, consumers will no longer be penalized on their income taxes for not having an ACA plan.
2. The 90-day coverage duration limit on short term medical plans has been rolled back to 364-days in certain states.

Summary

Short term health insurance can help those left uninsured with a low-cost insurance option. To learn more about Pivot Health short term health plan benefits, contact 866-566-4859.