



Sedera Health

*Lowering the cost of health care. Together.*

# Medical Cost Sharing Guide

July 2018 Edition



# Medical Cost Sharing

Health care that is affordable, accessible, and above all, effective.

Keeping yourself and those you love healthy is of paramount importance. Today, government regulations and rising health care expenses make it increasingly difficult for American families to get exceptional care when they need it, at prices they can afford.



Families like yours are looking for solutions to this challenge. That's where Medical Cost Sharing comes in.

This alternative to health insurance\* offers:



## Lower Monthly Costs

Savings of 30-60% vs. Health Insurance



## Reduced Cost of Care

Overall lower annual health care outlays



## Freedom to Choose

Members are not limited by networks

\*Until January 1st, 2019, most U.S. Citizens are required to carry Minimum Essential Coverage or be subject to a tax penalty. Sedera is not insurance and therefore does not meet this requirement.



---

Over the past 9 years, out-of-pocket spending for a family of four has increased 69%.

---



Source: <https://www.cnbc.com/2018/03/22/hidden-reasons-your-health-care-costs-are-skyrocketing.html>

# A Better Way to Health Care

How the power of community improves quality and cost-effectiveness.

Making smart choices (diet, exercise, lifestyle, etc.) can greatly improve one's quality of life. These choices can also dramatically impact the cost of health care in positive ways. And when a group of like-minded, healthy individuals and families get together and choose to share health expenses, everyone wins.



# This model is better in many other ways, too.

## Consider the following:



---

### **1 million members / \$1 billion in Sharing industry-wide**

Medical Cost Sharing is a rapidly growing alternative to group health insurance. It has a 30 year history and industry-wide has over a million members with over a billion dollars in sharing across the communities.

---

### **Freedom from networks**

Gone are the days of not being able to use long-time family physicians just because they were excluded from your insurance plan. Now you can see who you need, when you need them.

---

### **Sharing begins after meeting your IUA**

While all Sedera members present themselves as self-pay patients to their medical providers, the Sedera community is there to share your financial burden when your medical expenses exceed the Initial Unsharable Amount (IUA) chosen for your household.\*\*

---

### **Big savings over health insurance**

Medical costs for a health conscious group (like the Sedera Community) are typically much lower than insurance options.

---

### **Needs are shared with the community**

For larger and ongoing health care expenses exceeding the Initial Unsharable Amount, the expense is fully shareable with the Sedera community, for as long as you're dealing with that Need.\*

---

### **Promotes healthy lifestyles**

In addition to the fact that a membership is comprised of other health-conscious members, Sedera offers many health-oriented tools and resources to keep you healthy.

\* Medical Cost Sharing by Sedera Health is not insurance and is specific to the Sedera Health membership community. To participate, one must personally agree to abide by the Sedera principles of Membership.

\*\* See the Sedera Membership Guidelines that is for your membership type for more information

# Sedera Health, your partner in Medical Cost Sharing

Reducing health care costs while increasing overall effectiveness and quality

Sedera Health was founded by Dr. Tony Dale, a former physician from Great Britain, whose interest in the American medical system began in the mid 90's when he required surgery in the US.

From this experience, Tony saw the tremendous inconsistencies and staggering costs built into the American health insurance system. He knew there must be a way to help people get better access to quality, affordable health care.

Sedera Health was created to help solve this dilemma, and today we're focused on reducing health care costs and improving the quality of care for employees nationwide.



## Proven

Sedera Health is a proven, non-insurance solution to the cost of illness and injury



## Strong

Built on a firm foundation of layered health care solutions and additional services



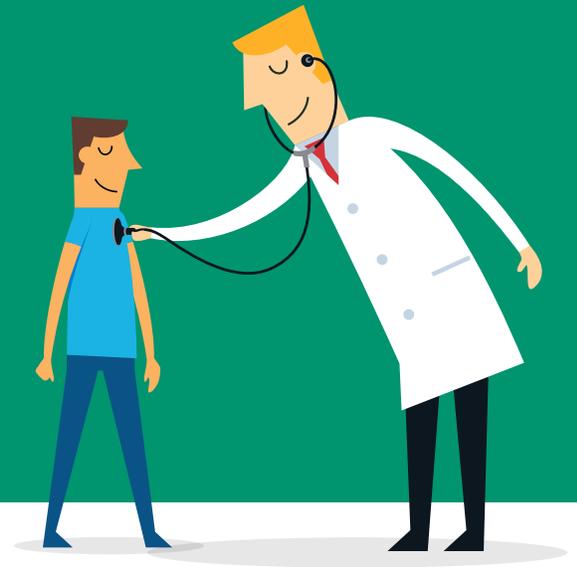
## Affordable

Using a community-based, full-service model of health care, Sedera reduces the costs of individual/family medical Needs

# Services

## Community. Advisor. Resource. Friend.

Navigating ways to get the best care for your family can be intimidating. Sedera Health understands this reality and has the resources to help. With a powerful team of advisors, services and money-saving resources, Sedera provides much-needed relief exactly when and where you need it most.



### Your Personal Assistant for Health Care

A dedicated Sedera representative is available and eager to answer your questions and help you navigate the health care system.

Among the many services your Sedera team can help you navigate are:

- Physician search
- Appointment scheduling
- Reduced prescription costs
- Counseling
- Alternative medicine
- Medical bill negotiation
- Surgery cost savings

### Telemedicine

Conveniently connect with medical professionals including certified physicians and pediatricians anytime, day or night.\*



When you want to confirm a diagnosis you've received or wonder if there are alternative solutions to a physician's recommendations, 2nd. MD's online consultation with highly-regarded physicians can help.

*\*For emergencies call 911. Please check with your telemedicine provider to determine if they are available in your state.*

## A Sedera Story

"This was our first experience with a 'Share Plan' and to be honest with you we weren't quite sure what to expect. Our representative made the entire process so much easier for us. We asked dozens of questions and she took her time and answered them all, making sure we understood everything. Our experience with Sedera has been wonderful. I have shared with many friends and the doctors we've visited how impressed we are with Sedera. After years of dealing with insurance companies, we FINALLY have someone on our side that is looking out for our best interest. I would like to mention that it was so nice dealing with one person the entire time. Our representative's timely response and personal touch shows that we are with a company that truly cared about us. Thank you so much... you have truly been a blessing to us."

David & Sharon Robinson, Sedera Health members

***"After years of dealing with insurance companies, we finally have someone on our side that is looking out for our best interest."***



## Medical Needs:

A "Need" is simply medical expenses that are caused by a SINGLE accident or illness. Here's how your Needs are handled:

**Small Needs** (under the IUA): Telemedicine: Unlimited Access / No co-pays. Small expenses under the IUA are paid by the Member.

**Larger Needs** (over the IUA): Medical expenses arising from a Need that exceeds the IUA are then fully sharable within the community.

**Multiple Needs:** During the Membership Year, after three Needs for an individual or five Needs for a member with one or more dependents, every new Need is shareable starting at a zero IUA.

## Curative Medications:

### Included in the cost of the Need or incident

**Maintenance Medications:** These are shareable for the first 120 days of a new diagnosis. After that, contact your Sedera Member Advisor to find significant discounts on maintenance meds. There is also a buy-up option available if a member has very expensive maintenance medications.



# How Large Needs Work

## Two real-life examples of Needs at work

When larger, unexpected health events occur, the Sedera Community steps in to help. Here's a brief explanation of how it works, explained through two medical Needs.



### Here's how a larger Need works:

**Example:** Mr. Bower slips on some ice and breaks his leg. This injury requires numerous types of care, medicine and treatments. At the end of the day, his maximum Initial Unsharable Amount for this incident is \$1,000 based on his membership type:



- Incident Occurs**
- An ambulance trip to the ER: **\$500 - \$2,500**
- Hospital expenses (physician, etc.): **\$3,000 - \$15,000**
- X-Rays and related tests: **\$800 - \$2,700**
- Crutches and incidentals: **\$300 - \$600**
- Ongoing post-operative therapy: **\$1,500 - \$4,500**

Total Value of Services:	<b>\$6,200 - \$25,300</b>
Settlement Range:	<b>\$3,660 - \$15,180</b>
<i>(shared with community)</i>	

**Cost to Sedera Member (max need): \$1,000\***  
*A Potential Savings of \$5,700 - \$24,800*

\*In this example the member had chosen the \$1,000 IUA.

## A Comparison: Health Insurance versus Medical Cost Sharing

**Example:** The McMahon family has a one year old child suffering from persistent ear infections. Their health plan had a deductible of \$5,000/per family member. Care for their child required a series of antibiotics & booster injections, and a visit with an ENT specialist who inserted tubes in the child's ear at a local hospital. Here's how that need looks in their Health Insurance plan vs. Sedera's Medical Cost Sharing model:

### Health Insurance

Dr. Visit 1: Co-Pay (\$35) + Prescription (\$25)	\$60
Dr. Visit 2: Co-Pay (\$35) + In-office injection (\$100)	\$135
Dr. Visit 3: Co-Pay (\$35) + Prescription (\$25)	\$60
Dr. Visit 4: Co-Pay (\$35) + In-office injection (\$100)	\$135
Specialist Visit 1: Co-Pay (\$35)	\$35
Surgery Cost: Surgeon, Facility, & Anesthesiologist	\$1,800

**Total Out of Pocket Cost: \$2,225**

### Sedera (Medical Cost Sharing)

Dr. Visit 1: Appt. cost + Prescription	
Dr. Visit 2: Appt. cost + In-office injection	
Dr. Visit 3: Appt. cost + Prescription	
Dr. Visit 4: Appt. cost + In-office injection	
Specialist Visit 1: Appt. cost	
Surgery Cost: Surgeon, Facility, & Anesthesiologist	

**Total Out of Pocket Cost: \$1,000**

Member pays for visits/treatment up to the IUA. Costs fully shared thereafter. Remaining discounted balance is then paid by the community through Medical Cost Sharing.

## Eligibility Guidelines and Standards

Sedera Health's numerous resources and services are available to our members and their families (including dependents up to age 26). A few restrictions apply. They are as follows:

### A Healthy Lifestyle

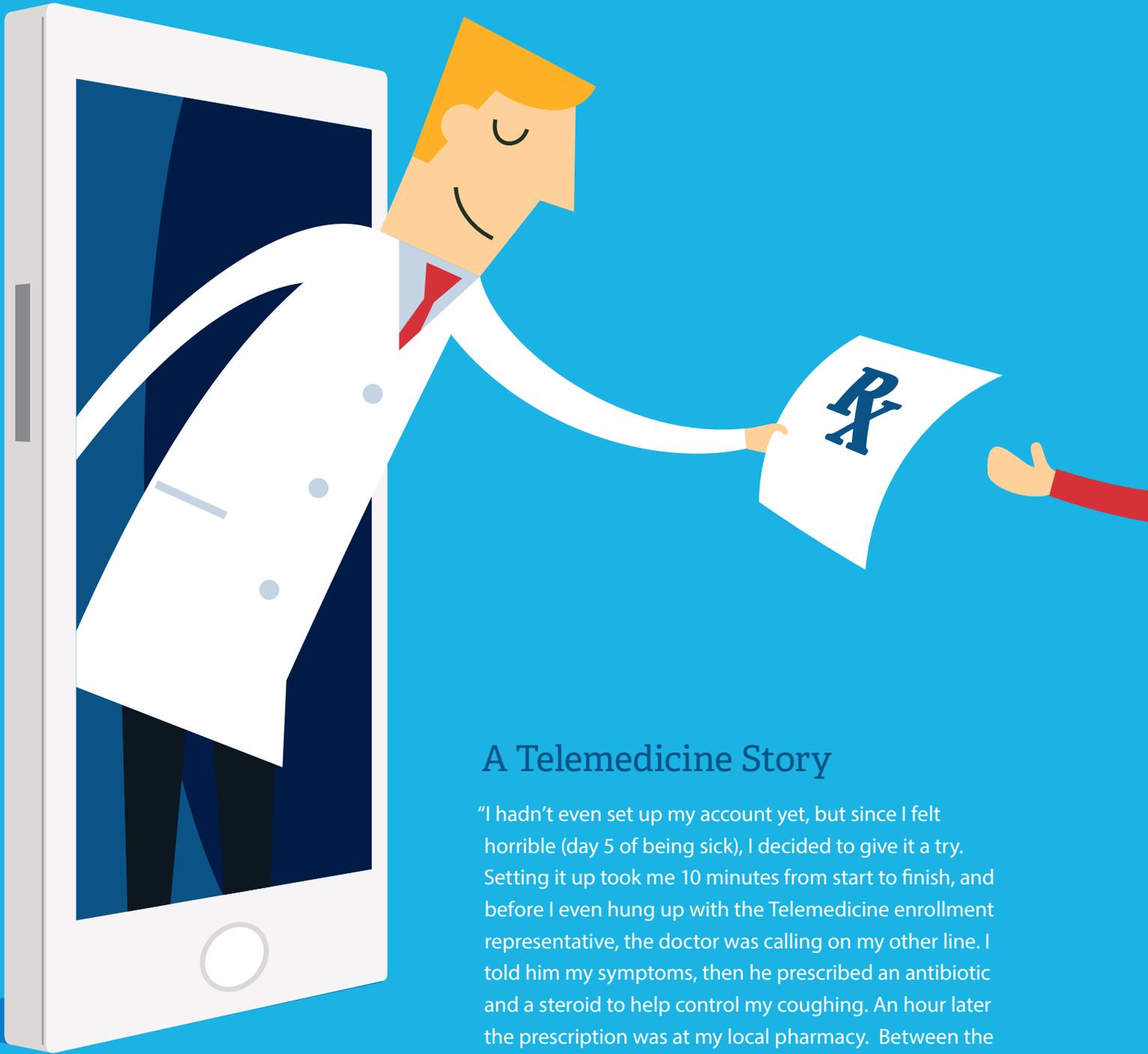
Enrollment in Sedera's Health Care Sharing program requires:

- Agreement to strive for a healthy lifestyle
- No use of illegal narcotics or substances
- No driving while intoxicated
- Tobacco users - A monthly surcharge applies\*

### Pre-existing Conditions

- In the past 36 months, if you have been diagnosed, have been experiencing symptoms or are currently undergoing treatment, then from Sedera's perspective you have one or more pre-existing conditions.
- Pre-existing conditions do not prevent you from joining Sedera, but there are sharing restrictions associated with the condition(s). Please refer to your guidelines for details or contact your Sedera Member Advisor for more details.
- High Blood Pressure, High Cholesterol, Sleep Apnea, and Non-Insulin Dependent Diabetes, when well controlled, do not have sharing restrictions.

*\*Tobacco users age 50 and older have a \$25,000 per Need sharing limit for the top four disease states associated with tobacco usage: Heart Disease, Stroke, COPD and Cancer. See Sedera Member Guidelines for more information. Pricing subject to change.*



## A Telemedicine Story

"I hadn't even set up my account yet, but since I felt horrible (day 5 of being sick), I decided to give it a try. Setting it up took me 10 minutes from start to finish, and before I even hung up with the Telemedicine enrollment representative, the doctor was calling on my other line. I told him my symptoms, then he prescribed an antibiotic and a steroid to help control my coughing. An hour later the prescription was at my local pharmacy. Between the quick response and ease of not having to leave my home, I will most definitely use Telemedicine again."

Kerri from Austin, TX

# Summary & Costs

A brief overview and your monthly costs

## How to Handle Medical Expenses

### Small to Medium Needs:

24/7 Telemedicine Service:

Unlimited Access

No co-pays

### Larger Needs:

Medical Cost Sharing for incidents that cost over the IUA

---

**Examples:** Cold, sinus infection, flu

---

**Examples:** Child birth, new cancer diagnosis, serious injuries due to an accident

Please contact your Sedera Affiliate for Total Solution Pricing today.

