



**Canadian Association of
Managing General Agents**



The Canadian Association of MGAs
and
Gentile Financial Group
present



Health  MGA

EXCLUSIVE GROUP BENEFITS PLAN FOR CAMGA MEMBERS

Who is Gentile Financial Group?

- Gentile Financial is a full service Group Benefits and Pension brokerage firm.
- Our providers have 80+ years of group benefit experience from service to sales and have underwriting authority backed by one of the World's largest Re-insurers.
- We have created a program to meet the needs of Associations by providing specialized Group Insurance products using modern pricing methods.

What is the CAMGA Group Benefit Plan?

- A branded group benefits plan exclusively designed for MGAs - available for any member of the Association with 3 or more employees.
- Gentile Financial's partners specialize in underwriting “associations”, in effect, we created a buying group for members with the corresponding buying power.
- The intent is to create a block of business for the CAMGA members in order to take advantage of a single renewal date, blended block rates and lowered plan expenses.

Additional Features and Value Under the CAMGA Health Plan

- Quote stand-alone main pooled benefits (Life, Short Term Disability, Long Term Disability, and Critical illness).
- Option of LTD to age 70.
- One common renewal date.
- Third-Party Administration ("TPA") Services.

Block Renewals - How they Work

- A two-renewal block has been created for the pools allowing for cross-rating at renewal, as well as up to 17-month fixed rates.
- Pooled benefits will be set to renew to mirror the Health and Dental renewal date.
- Renewal rates can be adjusted within overall block at renewal, and then at the actual participating employer level.

Pooled Benefits

- Broker commissions are adjusted down to provide extra cost reductions.
- Our TPA has a set employee monthly rate of \$2.50/employee. This allows us to remove the TPA costs altogether from the Target Loss Ratio.



EHC and Dental Benefits

- Health and Dental rates are pooled for the block.
- By combining risks and elimination of Incurred But Not Reported Reserves (IBNR) we can lower administration costs further.
- IBNR is a universal industry charge to the client that is unnecessary in today's rapid claim processing systems. We have eliminated it.
- Our 86% Target Loss Ratio (TLR) includes: Claims, Administration Fees & Taxes in an industry where the TLR is typically closer to 70% gives us additional protection from increases at renewal.
- As a TPA is required, we have a set per employee cost that is maintained outside of the plan expenses and, therefore, is not affecting the TLR.

Value-Added Services we offer

- EAP programs: Telephonic and Full Service
- Humanacare: Top-of-the-line medical second opinion product
www.humanacare.com
- Guaranteed Issue Group Optional or Individually Underwritten, Permanent and Portable Life, AD&D and CI (*Speak to your Gentile Financial Group Representative*)
- Direct to your door prescriptions free of charge.



How to get a Quote

- Let us know the plan design by providing a copy of the current employee handbook, together with employee data in excel format.
- Provide rate / claims experience - as many years as are available up to 2 years.
- Outline any deviations from a standard plan design.
- Reach out to us at 905-264-9205, 1 866-920-2012 or at admin@gentilefinancial.ca
- We will match the current program as closely as possible and also provide any possible improvements that are requested.