



Group Health & Dental

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OPTIONAL INSURANCE COVERAGE SUMMARY

▶ Broker Information

Pooled Benefits are provided through a life Insurance company and can be purchased on a standalone basis.

- Generally insurance companies will need 15 employees or more and may consider smaller groups provided the monthly premium is \$500.00 or more.
- Pooled benefits include the following:
 - a. Life Insurance/Dependent Life/ Weekly Indemnity/ Long Term Disability/Critical Illness.
 - b. If the prospective company has a group plan that includes pooled benefits the consultant should acquire an **agent of record letter** from the employer and find out if the current provider will allow the company to keep the pooled benefits and drop the Health/Vision/Dental coverage.
 - c. Commission is paid 100% to Broker unless negotiated otherwise.
- Stop Loss or “Catastrophic coverage” and Out of Province/Country through Royal Sun Alliance according to the Federal Formulary.
 - a. Deductible is \$5000.00 coverage: 1 Million per policy year for Stop Loss and \$5 Million per 60 day trip for Out of Country/Province.
 - b. A current monthly premium for Ontario is \$17.99 Family and \$8.68 Family
 - c. Nova Scotia \$16.29 Family and \$7.27 single.
 - d. Commissions: 7% of annual premium.
- Western Life Core Health package
 - a. \$15K Life insurance /\$10K Spouse/ \$5K Child
 - b. ADB (Accidental Death & Dismemberment -\$60K
 - c. Critical Illness -\$10K
 - d. Travel 60 day trip \$1 Million
 - e. \$25K Stop Loss with a \$250K lifetime max / deductible is \$2,500
 - f. Current Premium \$45.00 Family/ \$30.00 Single.
 - g. Commissions 10% annual premium.
- Manulife Catastrophic Stand Alone (Underwriting required) \$4,500 deductible
 - a. Drugs federal formulary unlimited.
 - b. Available to age 65 and coverage for life.
 - c. Commissions: 12.5% if invoiced to DCM, as part of HSA plan 10%
 - d. If stand alone, 100% to broker or 20%