

# Leveraging the power of the Liberty Group



In addition to Value Added Services, Liberty Corporate has also negotiated relevant and additional employee benefit products from within the wider Liberty Group. This comes to you at a discounted rate without negatively affecting your commission.

Liberty Health has introduced two special Corporate offers:

- Medical Gap Cover – or “GAP” Cover which is suitable for existing medical scheme members and;
- Hospital Injury Cover which is suitable for non-medical scheme members.

Both of these offers are managed by Liberty Health but are exclusively available to Liberty Corporate Financial Advisers.

## What is GAP Cover?

Medical scheme benefits are limited to the Medical Scheme Tariffs (MST) and medical practitioners charge considerably more than MST for in-hospital procedures. Certain medical specialists have been known to charge up to four times the MST.

Medical Gap Cover can make a huge difference to you and your staff members by topping up the shortfall between what is covered by your medical aid, and the amount charged by the medical practitioner for in-hospital procedures.

Although Medical Gap Cover was designed primarily to cover shortfalls arising from in-hospital procedures, additional benefits are payable in the event of shortfalls arising from certain out-patient procedures.

Below are some examples of procedures that are additionally covered on an out-patient basis:

- Chemotherapy or radiotherapy for the treatment of cancer
- Kidney dialysis on an out-patient basis
- Tonsillectomy
- Grommets
- Gastroscopy
- Childbirth
- Arthroscopy
- Coronary Angiogram
- Vasectomy
- Surgical biopsy of breast lump or prostate
- Cataract removal.

The policy covers the principal member as well as all the dependants on their medical scheme subject to policy limits of:

- R200 000 per individual and;
- R2 million per family per year.

The examples below provide an indication of shortfalls that could be experienced, but will be covered by Medical Gap Cover:

Procedure	Amount charged by practitioner	Potential Shortfall Incurred (Practitioner cost minus medical scheme payout)	Gap Cover Benefit (paid directly to you)*
Natural child birth	R8 308	R5 359	R5 359
Caesarean section	R15 343	R9 548	R9 548
Appendicectomy	R19 156	R14 367	R14 367
Tonsillectomy	R7 528	R5 648	R5 648
Coronary Bypass	R43 112	R29 153	R29 153

\* The Medical Gap Cover benefit is calculated as the difference between what the medical practitioner charges (up to a maximum of 4 times the Admed Tariff) and the Admed Tariff.

## Waiting periods

There is a waiting period for the following procedures:

- Childbirth claims will have an effective 10 month waiting period.
- Joint replacements, arthroscopic procedures, spinal surgery including spinal fusion, nasal surgery including sinus related, cataract surgery, hysterectomy (except for cancer diagnosed after joining), dentistry related claims, all hernia repairs and all cardiac related surgery and procedures will have no benefit for the first 6 months and 50% of the normal benefit for the second 6 months. These waiting periods will not be applicable if the claim is as a result of an accident/injury that occurred after joining.

## Excess payable

This Medical Gap Policy provides cover with no age limit at no increased cost. In order to continue covering older members a claim excess will apply to claimants 60 years of age and older. This excess will amount to 5% of the benefit payable, subject to a minimum of R250.

## What's in it for you?

The commission payable to you on GAP Cover is 20% of gross annual premium (incl. VAT) and this is paid on a monthly basis.

R140.00 per month provides cover for the principle member and their medical scheme dependents.

To enhance the attractiveness of this product, Liberty Corporate has negotiated that where Gap Cover is offered to groups a specific quote can be provided.

	2012
Compulsory group with 5 or more members	129.00
Voluntary group with 15 or more members	134.00
All groups with 50 or more members	Special quote

## Accreditation is simple

Medical Gap Cover is a Short Term insurance product and does not require medical scheme business accreditation.

- Independent Brokers need to be registered under FAIS for Short Term Personal Lines and sign an Independent Broker Agreement.
- Liberty Agents and Franchise Financial Advisers are authorised to sell GAP cover under a Liberty juristic representative agreement but will need to sign representative agreements.

The V-innovation and Liberty Health team will guide and support you through the relevant process.

## What is Hospital Injury Cover?

This benefit provides cover for the employee and his/her family. The benefit is paid if the employee, their spouse, or children are injured in any type of accident that results in a 3 night stay in hospital within 24 hours of the accident. The benefit amount is R25 000 for the life insured as well as for each family member who is injured, subject to a total maximum payment of R100 000 in aggregate per annum for the life insured and his immediate family.

Hospital Injury Cover is offered on a compulsory basis to employee groups subject to a minimum of 10 members the monthly premium is R80 per member per month.

Covers	Hospital injury cover	Monthly premium
Husband/Wife	R25 000	R80.00
Spouse	R25 000	included
Children under 21 years old	R25 000	included

For groups of larger than 50 a specific quote can be provided.

## What's in it for you?

The commission payable to you on Hospital Injury Cover is 8.55% of gross annual premium (incl. VAT) and this is paid on a monthly basis subject to annual total premiums up to a maximum of R142, 000. For larger annual premiums, the normal Scale A for group commission will apply.

In addition, Liberty Corporate will pay an extra monthly commission of 8.55% (incl. vat) of gross total premium subject to a maximum of R5, 700 (incl. Vat) per scheme for the first 12 months.

## Accreditation is simple

The Hospital Injury Cover is a Long Term Insurance product which requires you to be registered under FAIS for Category 1 Long Term Category B.

- Independent Brokers will need to sign a Distribution Agreement.
- Liberty Agents and Franchise Financial Advisers are authorised to sell the Hospital Injury Cover under FAIS in accordance with their contractual arrangements with Liberty.

Once again, the V-innovation and Liberty Health team will guide and support you through the relevant process.

## How do I take advantage of these exclusive Liberty Corporate offers?

For more information on these products or how to take advantage of this Liberty Corporate deal please contact either:

**Liberty Health Support** on 011 408 1648

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