



The value of voluntary benefits



Voluntary benefits: an essential market

As employee healthcare costs continue to rise, the need for voluntary benefits to fill gaps in coverage has increased exponentially. For employers, this means that voluntary benefits have become a crucial tool in attracting and retaining top talent.

Workers pay an average of **\$1,573 out of pocket** before health insurance begins to cover part of their bills.¹

The **annual deductible** for employer-sponsored health plans increased by 212% between 2008 and 2018.²

71% of employees would switch employers based on benefit offerings.³

Innovative Solutions

The need for voluntary benefits protection has inspired us to design both group and individual products that address the specific financial challenges facing employees:



Life insurance with long-term care benefits provide options for crucial coverage.

- 90% of consumers agree that the primary breadwinner needs life insurance, but only 59% of consumers have it.⁴
- 70% of people age 65 and older will need long-term care at some point.⁵
- The median annual cost for assisted living is \$4,000 per month.⁶



Disability insurance offers added value to policyholders with more ways to pay.

- 1 in 4 of today's 20-year-olds will become disabled before reaching age 67.¹²
- 78% of Americans with full time jobs live paycheck to paycheck.¹³
- 68% of private sector workers don't have long-term disability insurance.¹⁴



Hospital insurance that balances the cost of a hospital stay.

- Annual deductibles for employer-sponsored plans have increased 8x faster than wages since 2008.¹⁵
- The average hospital stay costs more than \$10,700 out-of-pocket.¹⁶
- In 2017, 1 in 6 emergency room visits and inpatient hospital stays resulted in the patient receiving at least one out-of-network medical bill.¹⁷



Critical Illness insurance that provides a lifetime of benefits.

- Cardiovascular disease will cost Americans more than \$1 trillion by 2035.⁷
- 94% of Trustmark's critical illness claims are for heart attack, cancer and stroke.⁸
- A 25-year-old male non-smoker still has a 24 percent chance of experiencing a critical illness before age 65.⁹



Accident insurance that protects employees wherever they need it most.

- 160 million Americans can't afford to treat a broken arm.¹⁰
- Two-thirds of Americans would struggle to cover a \$1000 emergency expense.¹⁰
- 26.9 million people go to the ER for injuries each year.¹¹

¹Employer Health Benefits Survey, Kaiser Family Foundation, October 2018. ²"Premiums for employer-sponsored family health coverage rise 5%" Henry J Kaiser Family Foundation, 2018. ³Why Voluntary Benefits Play a Lead Role in your Employee Retention Strategy, BenefitFocus Blog, August 2018. ⁴LIMRA, Life Happens, 2018 Barometer Study. ⁵U.S Department of Health and Human Services, 2018. ⁶Genworth Cost of Care Survey, 2018. ⁷ScienceDaily, Cardiovascular disease costs will exceed \$1 trillion by 2035, 2017. ⁸Trustmark book of business. ⁹Study Reveals Risk of Having a Critical Illness Before Age 65" American Association for Critical Illness Insurance. ¹⁰"160 million Americans can't afford to treat a broken arm", MSN, Jan., 2017. ¹¹CDC, Injury Prevention & Control, 2020. ¹²Social Security Disability Planner, SSA.gov, Accessed May, 2017. ¹³Careerbuilder, "Living Paycheck to Paycheck is a Way of Life for Majority of U.S. Workers," 2017. ¹⁴U.S. Social Security Administration, Fact Sheet, 2018. ¹⁵"Premiums for employer-sponsored family health coverage rise 5% to average \$19,616; single premiums rise 3% to \$6,896," Henry J Kaiser Family Foundation, Oct 2018. ¹⁶"The 35 most expensive reasons you might have to visit a hospital in the US- and how much it costs if you do," Business Insider, March 2018. ¹⁷"About 1 in 6 emergency visits and hospital stays had at least one out-of-network charge in 2017," Henry J Kaiser Family Foundation, Jun 2019.

Exemplary Service

Our solutions are well-known in the industry because of the service that's behind them.



Expert client setup

We completely customize the client setup process based on each employer's specific needs—from marketing, to billing, to processing, to benefit counselor training; we do it all.



Communication and benefits understanding

We collaborate with employers to communicate key company messages and develop educational campaigns to help employees grasp the value of their benefits.



Personalized enrollment support

We offer a single point of contact for enrollment to make sure our clients receive responsive service. And, our one-on-one enrollment maximizes engagement and employee satisfaction, no matter the size of the case.



Superior benefit administration

Our relationships with cutting-edge technology firms provide access to benefits administration systems which ease the burden on HR and simplify management.

Learn more about Trustmark

Rated A- (Excellent)
by A.M. Best²

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\$2.1 billion in assets

.....

More than \$500 million in
premium written annually

.....

Headquartered in
Lake Forest, IL

.....

Founded in 1913

.....

2+ million lives and
plan participants

.....

Employs 4,100 associates

Trusted Partner

We rank higher than **our top three** competitors in easy implementation, employee education, handling employee questions and prompt claims processing.¹

We strive for **long-term partners** and 100% of employers that work with us say they are still **very or extremely satisfied** after three years.¹

We are proud of many **20+year relationships** with enrollment firms, and **30+year relationships** with clients.



**You care.
We listen.**

To find out more, contact a member of our sales team
or submit a request on TrustmarkVB.com/brokers

¹Trustmark Independent Survey (conducted by Connell Group), 2015. ²Rating applies to Trustmark Insurance Company and Trustmark Life Insurance Company of New York.

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