Allstate at Work



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# voluntary supplemental insurance

Have you considered adding voluntary supplement insurance to your employee benefits? Offering these products to your employees is one way you can let them know that you truly care about their well being. Allstate Workplace Division (AWD) is one of the leading providers of voluntary supplemental insurance benefits. AWD provides professional support and assistance to help you design a benefit program to meet the needs of your employees. Our broad product portfolio offers payment through payroll deduction at affordable rates. Products include:

### Individual Products

**Universal Life Insurance** - Only 41 percent of adult Americans have individual life insurance. Many rely on group insurance, leaving them vulnerable if they lose a job.<sup>1</sup> Universal life can be there for the employee during their working years and retirement years.

**Disability Income Insurance** - A substantial majority–58%–of working adults believe they are covered by disability insurance, but only one-third of workers nationwide are covered.<sup>2</sup> If your employees are like the rest of us, they probably don't have much cushion for the unexpected disability. Disability insurance helps make ends meet if your employee gets hurt off-the-job or sick and can't earn a regular paycheck.

**Hospital Indemnity Insurance** - Health insurance helps pay the costs of medical treatments, but most plans offered today don't pay all of the costs required for an extended stay in the hospital. Hospital indemnity insurance helps employees solve the dilemma of ever rising costs of hospitalization, co-insurance and deductible responsibility, while keeping out-of-pocket cost affordable.

**Accident Insurance** - An accident can wreak havoc on an employee's savings if they are not prepared. On average there are 13 unintentional-injury deaths and about 2,650 disabling injuries every hour during the year.<sup>3</sup> Accident insurance gives an employee a cushion to help cover medical expenses and living costs if they get hurt unexpectedly.

**Cancer Insurance** - According to the American Cancer Society, men have slightly less than a 1 in 2 lifetime risk of developing cancer; for women, the risk is a little more than 1 in 3, and roughly 65% of cancer-related costs are indirect, and not covered by health insurance.<sup>4</sup> Cancer insurance can help employees manage the high expenses of treatment, preserve their savings and protect their family from financial hardship.

## Group Products

**Group Voluntary Cancer Insurance** - No one likes to think about getting cancer. But in the US, men have slightly less than a 1 in 2 lifetime risk of developing cancer; for women, the risk is a little more than 1 in 3.<sup>4</sup> Cancer may not be preventable, but you can help employees protect themselves from some of the costs associated with cancer. Cancer and Specified Disease insurance can help employees: manage the high expenses of treatment; preserve savings; protect their families from financial hardship; and help them concentrate on getting well.

**Group Voluntary Critical Illness Insurance** - Today, advancements in medical technology can mean an increase in the chances of surviving a critical illness or living with a critical illness for months, perhaps even years. Just think about the chances of becoming critically ill or living with a critical illness and consider these statistics: stroke is the leading cause of serious, long-term disability in the United States<sup>6</sup>; at age 40, the lifetime risk of developing Heart Failure for both men and women is one in five<sup>6</sup>; 13,200,000 victims of angina, heart attack, and other forms of coronary heart disease are still living<sup>7</sup>; about 76% of all cancers are diagnosed in persons 55 and older<sup>4</sup>; and men have a 1 in 2 lifetime risk of developing cancer; for women the risk is a little more than 1 in 3.<sup>4</sup> The good news is that AWD's Group Voluntary Critical Illness product pays a lump sum benefit to each covered person at the time of diagnosis. This benefit can be used to help meet expenses which are not normally covered under traditional health insurance.

**Group Voluntary S.H.O.P.** (*Supplemental Health Options Plan*) - The average length of stay in a U.S. hospital in 2003 was 4.8 days.<sup>5</sup> Even just a couple of days in the hospital could be costly to employees. Supplemental Health Insurance can help employees protect their hard-earned savings, and it can help them cover some of the costs associated with hospital care, such as hospitalization, co-insurance and deductible responsibility.

**Group Voluntary Accident Insurance** - On average, there are 13 unintentional injury deaths and about 2,650 disabling injuries every hour during the course of a year.<sup>3</sup> If it happens to an employee, how will they pay for it? Helping employees protect themselves and their family against the additional expenses associated with accidental injury, however, is no accident. And, though they cannot plan their next accident, you can enable employers to offer their employees a product to help protect against the high costs associated with accidental injury and death.

**AHL minimedical** - According to the Society of Human Resource Management, health insurance is the most effective employee retention tool, even higher than salary.<sup>8</sup> Today, employees are looking for more than just a competitive hourly wage. They also want competitive medical benefits. AHL minimedical® fills the gap between offering no health insurance and offering expensive major medical insurance that is not affordable to everyone. Instead of an "all or nothing" proposition, AHL minimedical® lets employees offer an affordable health plan tailored to their lower-wage workforce.

**Dental Insurance** - One way to maintain a winning smile is through preventative dental maintenance. The Heritage Choice Dental plan pays benefits for covered dental procedures while insured under the group policy. The policy offers: an insured percent increase the 2nd and 3rd coverage years; orthodontic services/braces (after 6 mo. coverage); no network of Dentists; entire family coverage; and a wellness benefit that includes a yearly exam and cleaning.

- 1. "The Need and Value of Life Insurance," LIMRA, 2004
- 2. "Disability Survey of Full-time Employees," America's Health Insurance Plans, 2004
- 3. Injury Facts, National Safety Council, 2005-2006
- 4. Cancer Facts & Figures, American Cancer Society, 2006
- 5. 2003 National Hospital Discharge Survey, CDC, July 8, 2005
- 6. Heart Disease and Stroke Statistic Update, American Heart Association, 2006
- 7. American Heart Association Website, www.americanheart.org
- 8. 2004 SHRM Retention Practices Survey

### Consult with your agent about which of our products would fit your company's needs.

#### The policies described are Limited Benefit Policies with Optional Riders.



All products are underwritten by American Heritage Life Insurance Company. The coverage may have exclusions and limitations, reductions of benefits at specific ages, and may not be available for sale in all states.

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