



SelmanCo

Affinity Groups / Banks / Credit Unions / Employers / Insurance Companies

Meet Selman & Company

Spring 2017

www.SelmanCo.com | 440.646.9336 | 6110 Parkland Boulevard | Cleveland, OH 44124

Contents

01 About Us

We are a leading provider of insurance administration.

02 What We Do

Meet our five major business units.

03 Our Team

Our team of dedicated professionals is critically important to our success.



01 About Us

SelmanCo

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Extraordinary Service

Selman & Company is a trusted insurance administrator that specializes in reducing cost and increasing efficiency for associations, credit unions, banks, employers, and insurance companies. Managing over \$300 million in premium under administration, we serve more than 1.5 million individual customers with integrity and dedication. For more than 35 years, our commitment to extraordinary administrative service has allowed our clients to hone their core competencies, grow business, and strengthen their relationships with their customers and members. Our company is headquartered in Cleveland, Ohio, with a workforce of 200 professionals, and we're among the largest privately-held firms in the nation with focus on the markets in which we serve.

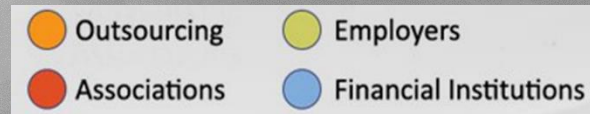


By the Numbers

Nearly **\$300 million**
of premium under
administration

Managing more
than **1.3 million**
certificates

Serving:
800 Financial Institutions
70 Affinity Groups
2,100 Employers
57 Insurance Carriers



Acquisitions

Our business has grown organically and through a series of eleven strategic acquisitions located across the nation.



Our Mission

With integrity and dedication, Our Mission is to consistently and efficiently deliver to our clients extraordinary administrative services.



Our Products

Critical Illness
Protection

Life Insurance :
Term, Whole, Universal

CHAMPVA
Supplement

Accidental Death

Hospital Indemnity

Long Term Care

Dental

Medicare Supplement

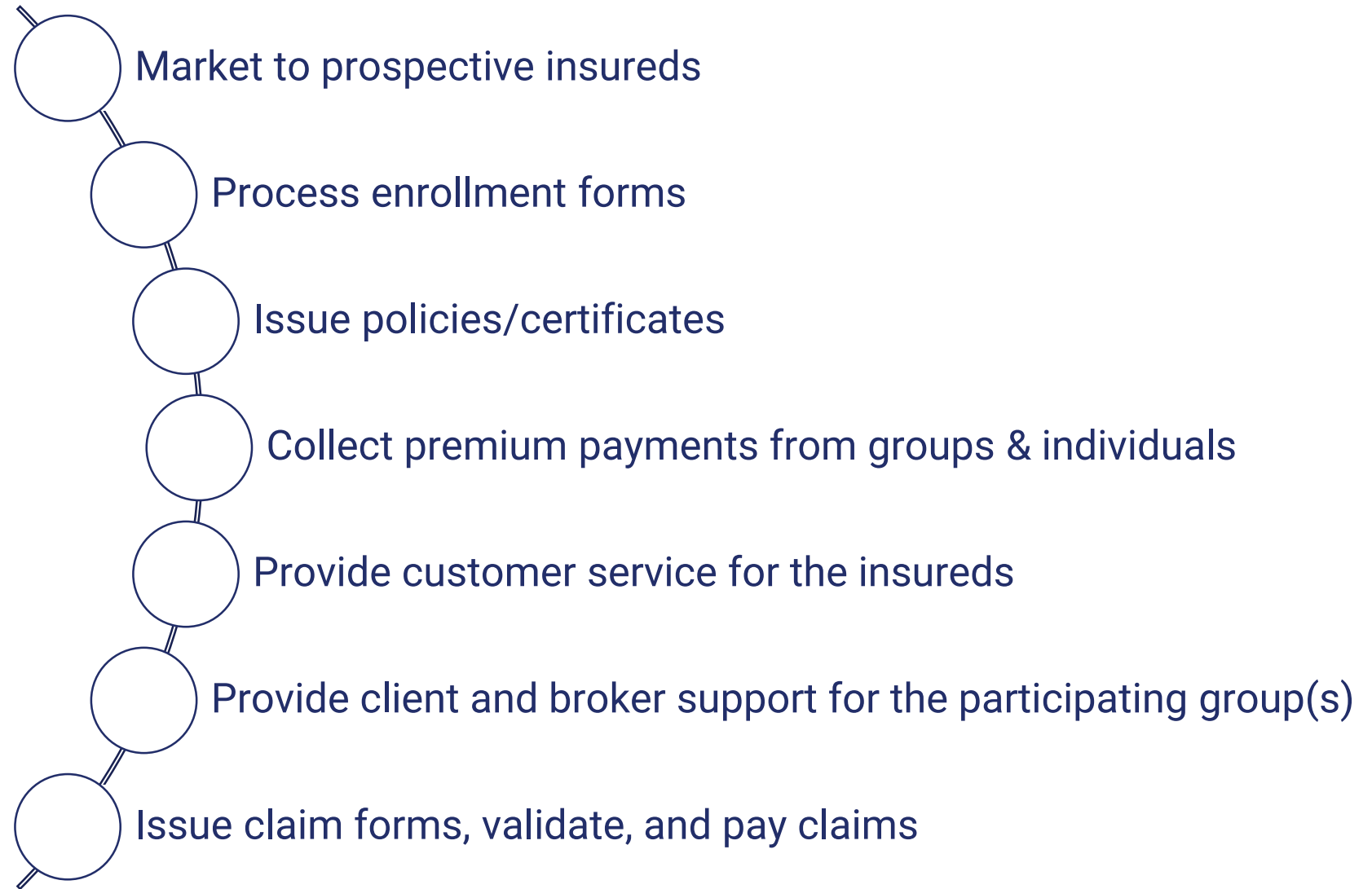
Identity Theft

Disability Income

TRICARE Supplement

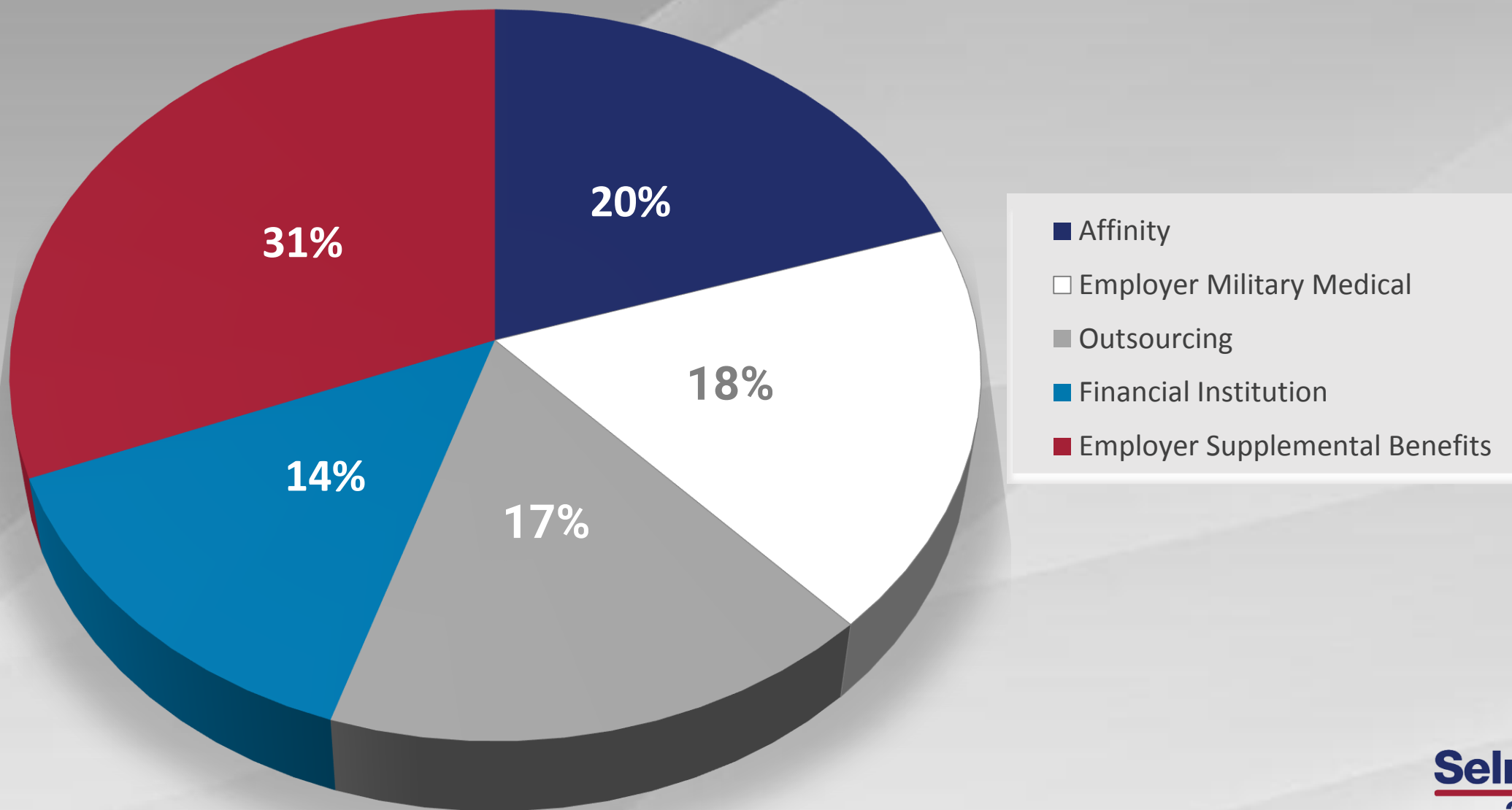
...And More

Insurance Administration



02 What We Do

Operational Distribution



Affinity

Selman & Company matches affinity groups with insurance carriers to provide value-added insurance plans for their members.

Those insurance companies rely on Selman & Company to administer the products.

Group
Coverage

Billed
Individually

Requires
Target
Marketing

Wide
Variety of
Plan
Designs

Requires
Customized
Solutions

Affinity plans have unique features that are well-suited to SelmanCo's administrative capabilities.

Employer Military Medical

The TRICARE
Supplement and
CHAMPVA
Supplement are our
key insurance
products in this
Business Unit.



GEA CHAMPVA Supplement Plan

GET THE PROTECTION YOU MAY NEED, AT A COMPETITIVE PRICE.

The GEA CHAMPVA Supplement Plan, when combined with your CHAMPVA benefits, is designed to provide you with the protection you need when you need it. The plan will pay your cost share for both covered inpatient and outpatient medical expenses after you satisfy the calendar year plan deductible of \$250 per person, \$500 family maximum. Take a moment now to read the details below. Then enroll today to give your family the additional protection of the GEA CHAMPVA Supplement Plan that complements your CHAMPVA benefits.

Plan Sponsor: Government Employees Association (GEA)

The Government Employees Association is a non-profit, tax-exempt organization, incorporated in 1965 in Washington, D.C. GEA was established to provide active and retired federal, state and local government employees (including members of the military and National Guard services) with a network of resources.

Important Notice

This coverage is available to GEA members and their dependents. If you are not already a GEA member, please complete the enclosed GEA membership application. The \$24.00 per year membership dues will be added to your insurance premium according to the payment option you select. Continued membership and benefit enjoyment requires renewal of membership upon expiration of the initial period. For additional inquiries, call Selman & Company, the plan administrator, toll-free at 1.800.636.2610.

Eligibility

Eligible "Spouse" means your spouse who is under age 65 and a CHAMPVA benefits recipient, but not a spouse from whom you are legally separated or divorced. "Spouse" also means widow(er) if he or she is a member of the Participating Organization. Spouses over age 65 are also eligible if documentation from the Social Security Administration certifying their non-entitlement to Medicare Part A benefits is submitted with their enrollment form. Eligible dependent and unmarried children under age 18 (23 if a full-time college student) may also enroll. Individuals who are Medicare beneficiaries may not enroll in the CHAMPVA Supplement Plan.

Effective Date

Coverage for dependents becomes effective on the first day of the month following receipt of your Enrollment Form and first premium payment.

Covered Dependent Effective Date

Subject to the Deferred Effective Date provision, an Eligible Dependent will become covered by the Policy on the Certificate Effective Date that first shows coverage for him or her. Your coverage is shown on your Schedule of Insurance. Newborn children not named in your enrollment form are automatically covered from birth for injury or sickness, including treatment of congenital defects and birth abnormalities, for 31 days. You must notify the Plan Administrator in writing and pay the additional premium due within 31 days of birth for coverage to continue beyond this period. Insured children who are incapable of self-sustaining employment because of mental retardation or physical disability – and who are unmarried and chiefly dependent on the insured member for support and maintenance – may continue coverage past policy age limits, with requested proof. Otherwise, each dependent child's insurance terminates on the premium due date following the date he or she is no longer a dependent.

Deferred Effective Date

If on the date that an Eligible Dependent is to become covered under the Policy he or she is confined in a Hospital, coverage of such person will be deferred until the first day after he or she is discharged.

Renewability

Your coverage is renewable to age 65. As long as premiums are paid on time, everyone remains eligible, the Master Policy remains in effect, and GEA membership remains current, no one can be individually canceled. So even if you or a covered dependent develops a serious health condition in the future, the coverage will not terminate, provided these four conditions are met.

Pre-Existing Conditions Limitations

Any injuries or sickness whether diagnosed or undiagnosed, for which a covered person received medical care or treatment within the month period preceding the effective date of his or her insurance will not be covered until the coverage has been in effect for 12 months. However, new conditions will be covered immediately.



TRICARE SUPPLEMENT INSURANCE



- Military Retirees
- Qualified National Guard and Reserve Members

SelmanCo

What is TRICARE SUPPLEMENT INSURANCE?

TRICARE Supplement Insurance is a voluntary insurance plan designed to wrap around TRICARE to help you save on your healthcare expenses.

Who is Eligible for TRICARE Supplement Insurance?

- Retired uniformed services members and reservists who are eligible for TRICARE, but not eligible for Medicare and under age 65, including, but not limited to:
 - Military retirees who are enrolled in TRICARE Retired Reserves (gray equivalent pay).
 - Retired Reservists enrolled in TRICARE Retired Reserves (gray area retirees).
 - Retired Reservists between the ages of 60 and 65 and enrolled in retiree pay.
 - Spouses and surviving spouses of retired uniformed services members.
 - Qualified National Guard and Reserve members, TRICARE Reserve Select (TRS).

Product Highlights:

- Covers cost shares and co-pays (including prescription drugs) up to 100%.
- No pre-existing condition clause.
- Covers excess charges up to the legal limit.
- Guaranteed acceptance.
- No medical examination required to apply.

What is Covered?

To be a covered expense, the expense must be incurred for the sole purpose of treating a covered person's injury or sickness and must be prescribed by an attending physician (except for routine nursing services). The covered expense must meet such additional requirements as detailed in your Certificate of Insurance.

TRICARE and the TRICARE Supplement are separate plans. However, TRICARE Supplement Insurance may help to maximize your TRICARE benefits and maximize your out-of-pocket expenses. Not all services and expenses are covered by TRICARE and TRICARE Supplement Insurance.

Notify TRICARE Benefits Eligibility

To verify your eligibility for TRICARE benefits, contact the Defense Enrollment Eligibility Reporting System (DEERS) at the following toll free number: 1-800-538-9553 or update your contact information online at: www.detrsc.com/deers/index.jsp

*Exemptions to Age 65 Eligibility Rule

1. Employer and/or spouse age 65 or older but not eligible for Medicare. These individuals must provide Selman & Company with a copy of the Social Security Administration "Notice of Disallowance."
2. Employer and/or spouse age 65 or older but inside overseas. Once the overseas insured outside of the United States of America (USA) is eligible to enroll in the TRICARE Supplement Plan, however, those individuals must be enrolled in Medicare Part A and avoid in Medicare Part B.

Enrollment an

TRICARE Supplement enrollment program. To complete a paid form or a TRICARE enrollment form, your eligible for TRICARE Supplement Insurance. There may be additional TRICARE requirements. Please visit www.tricare.mil for more information. TRICARE Supplement Insurance is not considered a primary health insurance plan.

Enrollment Kit

- Certificate of Insurance
- Identification Cards
- Claim Forms
- Information on how to submit claims
- Logos and instructions to effective website

Dependent Eligibility

Coverage is extended to your unmarried dependent children under age 21 (23 if a full-time student) or under age 24 if enrolled in TRICARE Young Adult (YA) program. Unmarried dependents may continue coverage past policy age limits as long as TRICARE Supplement Insurance is maintained.

TRICARE eligible employees have the freedom to choose an alternative to employer sponsored health plans.



WHO

- Active, retired, reserve military personnel
- Spouses, dependents
- Depends on eligibility requirements



WHY

- TRICARE Supplement wraps around a TRICARE coverage entitlement so that in most cases, the insured person will obtain 100% reimbursement for out-of-pocket expenses not paid for by TRICARE.
- CHAMPVA Supplement is for the spouses of veterans who receive medical care through the VA.



HOW

- Both supplement plans are marketed, brokered, and administered by Selman & Company.
- Product variants are sold through three channels: Employers, Affinity Groups, and Direct-to-Consumer

Outsourcing

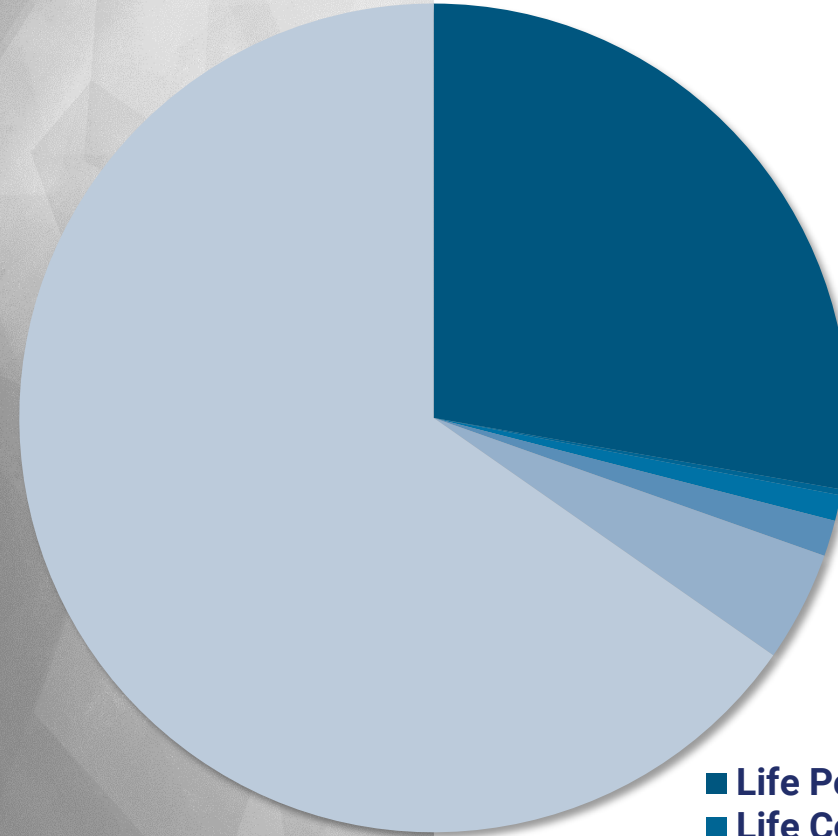
Insurance companies and employer group clients contract with Selman & Company to manage a complex array of insurance programs.

These administrative services are typically not core to their business objectives.

Administrative outsourcing allows them to focus on areas of their business that directly contribute to their success.

CATEGORIES OF OUTSOURCING SERVICES

- Front End Notification (File Feeds)
- Application Request Fulfillment
- Application Processing & Eligibility Verification
- Premium Billing/Collection & Carrier Remittance
- Coverage Administration
- Financial Reporting



100,000

Number of Insurance Outsourcing Transactions Processed in 2016.

- Life Portability
- Life Conversion
- Long Term Disability Conversion
- Supplemental Term Life
- Direct Bill/List Bill
- Long Term Care

Banks & Credit Unions



Employer Supplemental Benefits

1

**EMPLOYERS OFFER
SUPPLEMENTAL
BENEFITS**

2

WHY?

3

**SELMAN & COMPANY SERVES THE
EMPLOYER, BROKER, OR
CARRIER**

4

RESULT

■ **ALSO KNOWN AS:**

Voluntary Benefits
Worksite Benefits
Fringe Benefits

■ **EXAMPLES:**

ID Theft
Accidental Death
Long Term Care
Voluntary Pet Insurance
Dental
Legal Assistance
Term Life/Whole Life
Gap Medical

■ **FOR EMPLOYEES:**

Provides added value and
compensation

■ **FOR EMPLOYERS:**

Helps recruit and retain good
employees

■ **FOR CARRIERS &
BROKERS:**

Generates revenue

■ **HOW:**

- Administration (Enrollment, Billing & Collection, Customer Service, Claims, etc.)
- Benefits Services (Simplified Reconciliation of Billing Payments, Self-Payment Options, Distribution of All Funds)
 - Combined Billing
- Client Relationship Management
- Seamless Systems Integration
 - Compliance

Portfolio of Best-In
Class Products That Are
Easy to Manage

Our Insured Customers



EMPLOYEES
WITH
BENEFITS
OFFERED
THROUGH
WORK



CUSTOMERS
OF BANKS



MEMBERS
OF CREDIT
UNIONS



MEMBERS OF
ASSOCIATIONS
OR AFFINITY
GROUPS

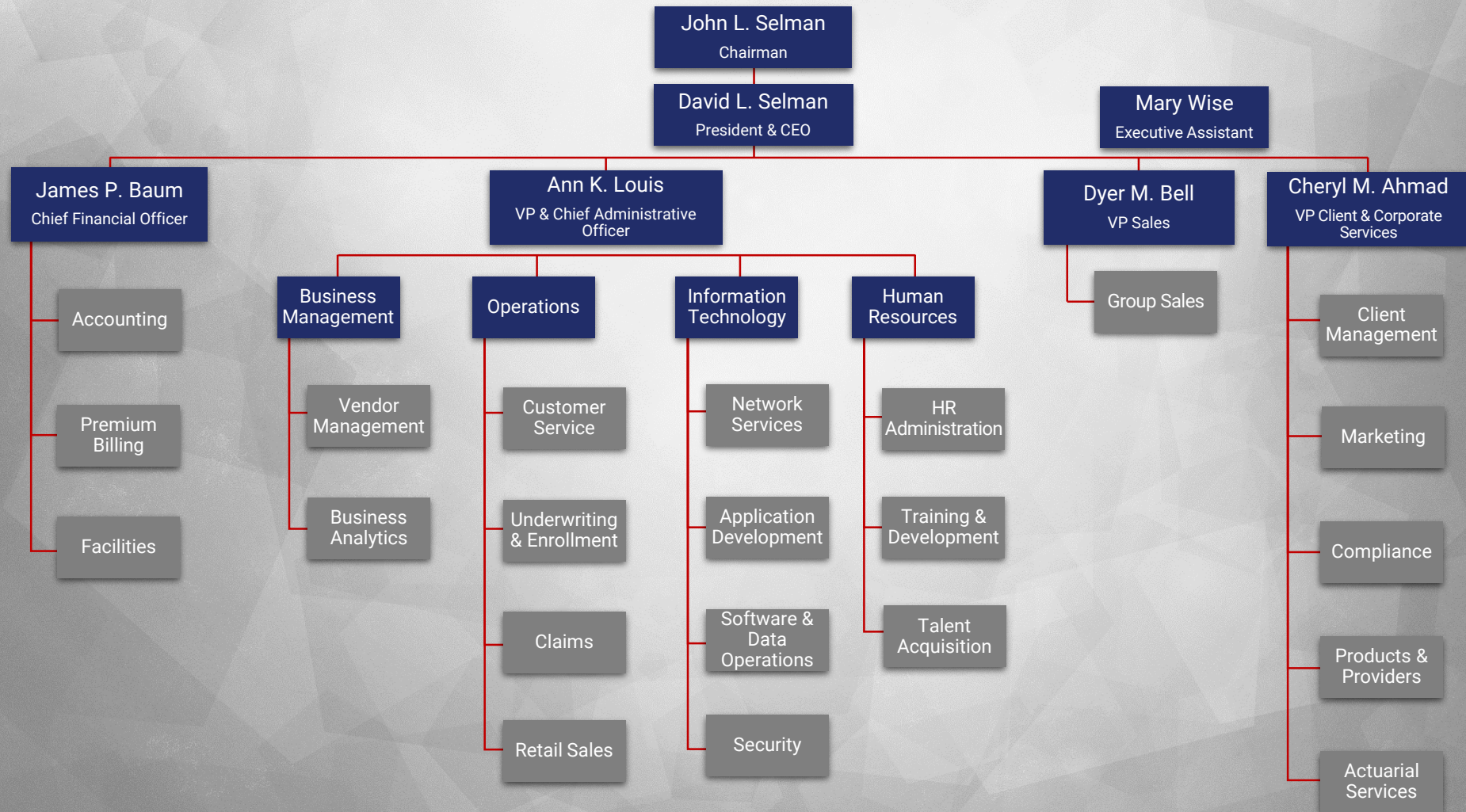


CUSTOMERS
OF
INSURANCE
COMPANIES

03 Our Team



Organizational Chart



Core Values



Core Values



Integrity

We earn trust based on the integrity of our people and processes.



Accountability

We are a reliable and responsible business partner.



Entrepreneurship

We are pioneering and passionate in our daily work.



Excellence

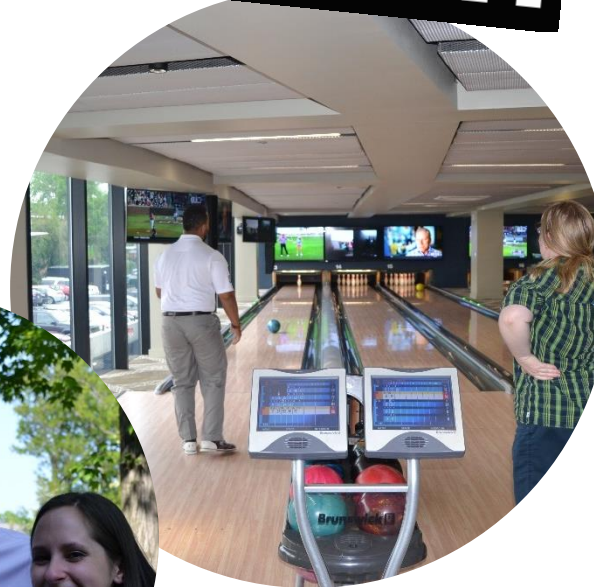
We achieve excellence through attracting and retaining top performers.



Respect

We treat others as we wish to be treated and are respectful in all of our interactions.

Culture



Demand the Extraordinary

Contact our sales team to discuss how we can help your organization reduce cost or boost revenue with insurance administration solutions.

If you're ready to shine as a star performer, contact our human resources group.

For extraordinary insurance administration, choose Selman & Company.

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