



MIDWEST GROUP BENEFITS, INC.

“Specializing in employee benefits”

Greetings!

July 23, 2003

This is the fourth news update.

Advantages of Self-Funding – Part 1 of 4

Employers who are fully insured may not know the advantages of self-funding, and for those that are self-funded, a review may be helpful. A primary advantage is the ability to be in control of your health plan. Fully insured plans typically receive limited information and without information it is almost impossible to make good decisions for your plan. Remember, insurance companies offer options that increase their profitability. Self-funded plans, with good information from us, can make decisions helpful to the plan. Those decisions result in changes that save the plan and employees money instead of the insurance company earning major profits.

AdvancePCS – AdvancePCS understands the prescription drug needs of self-insured plan sponsors. They strive to work closely with you to deliver flexible, reliable service that you and your members can count on. They deliver proven cost-efficiency built around competitive pricing, plan design and clinical offerings matched to your business objectives.

We have worked with AdvancePCS from the beginning and respect their hard work and the dedication they provide in all servicing aspects. AdvancePCS offers many innovative programs including SpecialtyRX Management, Disease Management, Sophisticated Plan Controls and Integrated Mail Service. We believe these programs can enable members to receive quality care at cost savings. Please feel free to contact Karla Baumler or Loren Kiel in our office for more information on the many products and services AdvancePCS offers.

Annual Golf Outing – We recently held our 3rd Annual Client Golf Outing on July 15th. It was a very successful and enjoyable event. The outing, held at the South Winn Country Club near Calmar, provided those who participated good fun, good golf and an all around pleasurable day. We want to offer our sincere appreciation to all of you who participated for making the effort and being a part of the activities. We are already tentatively scheduling next year's outing for the same date, so mark your calendars. Again, thank you and we hope you enjoyed the outing as much as we enjoyed having you.

Referrals Wanted – It is our hope that we are meeting or exceeding your expectations in the administration of your benefits program(s). There's an old adage that 'word of mouth' is the best form of advertising. For the past two years we have had a 100% record of client retention. At this point, we are now ready to accept new clients. HIPAA is behind us and we are in the testing stages of the updates required for EDI (electronic data interface) by October 16th. We believe we are far ahead of the competition in all areas of administration – medical, flex and pension. We would very much appreciate any kind words you can pass on, or referrals that you can give to us of fellow employers.

Loren Kiel

Please visit our Website at www.midwestbenefits.com It's loaded with valuable information!!

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