

## STOP-LOSS

# Fight back against cancer

## Protection for self-insured employers and their employees

Everyone knows how devastating cancer can be emotionally and financially. It is a difficult challenge millions of families face every year. According to the Council of Disability Awareness, cancer is the number two cause of disability.<sup>1</sup> Approximately 38.4% of people will be diagnosed with cancer at somepoint in their lifetime.<sup>2</sup> In addition, Sun Life research revealed that cancer remains the most frequent high-cost condition, representing 26.8% of all stop-loss claim reimbursements. In fact, 57.9% of our employers had at least one cancer related stop-loss claim in 2017.<sup>3</sup>

### A strong protection strategy for employers and employees



With cancer being a leading cause of high-cost claims, it is important for employers to develop a strategy to address the potential high costs of cancer. At Sun Life, we support that commitment by offering products designed to provide financial protection against cancer for employers, employees and their dependents.

For employees, the Critical Illness and Cancer benefits them directly if they, or one of their dependents, gets diagnosed with a covered condition. There are no restrictions on how this money can be used by the employee.

To be eligible for an additional reimbursement when a cancer claim is submitted, Sun Life Stop-Loss policyholders can add the Sun Life Stop-Loss Cancer rider.

### Specific Stop-Loss deductible reduction



The Sun Life Stop-Loss Cancer rider provides a specific Stop-Loss deductible reduction, resulting in an increased reimbursement to the employer.

The Cancer rider is available to employers that also have at least one of the Sun Life Critical Illness or Cancer group benefits policies in force (per state availability). By choosing both, self-insured employees can better protect their employees and their business from financial impact of cancer.

- **Did you know**  
59% of Sun Life's policies with the Cancer rider in place received a step-down benefit<sup>4</sup>

- **From 2016 to 2019**, Sun Life clients could have saved an additional \$40M+ with the Cancer rider option.<sup>5</sup>



- Members can receive a financial benefit by purchasing critical illness insurance from Sun Life
- Stop-Loss employer clients can receive a financial benefit from adding the Stop-Loss Cancer rider

### Up to \$50,000 in cash benefits for employees

By adding Critical Illness to the group benefits plan, an eligible covered employee can receive a lump-sum payment up to \$50,000 if they are diagnosed with a covered illness. Critical Illness coverage is also available to spouses and dependent children. In addition, covered employees and their families receive ComPsych® healthcare support services. With this service, registered nurses and medical benefits experts are available to answer questions about medical coverage, explain treatment options, provide cost estimations, negotiate service fees, and much more.



## Stop-Loss Cancer rider

### How it works:

When a cancer condition results in a member reaching the specific stop-loss deductible, the Cancer rider increases the reimbursement amount that an employer receives. This increased reimbursement amount is based on the employer's original specific stop-loss deductible level.

Here's how a stop-loss claim works without and with the stop-loss cancer rider in force.

Individual has a stop-loss claim for \$150,000 in a given policy year:

#### WITHOUT THE CANCER RIDER



#### WITH THE CANCER RIDER



The amount of additional reimbursement an employer receives is based on their selected deductible level. To see the range of deductibles and the accompanying reductions, see the chart below:

Specific Stop-Loss deductible	Reduction
\$0-\$50,000	\$1,250
\$50,001-\$100,000	\$2,500
\$100,001-\$200,000	\$5,000
\$200,001-\$300,000	\$7,500
\$300,001+	\$10,000

**To learn more, call your Sun Life Stop-Loss Specialist or Employee Benefits Representative.**

1. Council of Disability Awareness, Disability Can Happen, <http://blog.disabilitycanhappen.org/top-ten-causes-of-disability/>, accessed 2019.
2. National Cancer Institute, April 2018, <https://www.cancer.gov/about-cancer/understanding/statistics>
3. Based on Sun Life book of business and claims data through 2019.
4. Sun Life book of business Cancer rider data for the 2017 policy year
5. Sun Life book of business and claims data report ran in October 2019.

#### About Sun Life

Sun Life offers a variety of stop-loss, life, disability, dental, accident and critical illness insurance, so you can customize the best plan for your company.

To learn more about our products and services, please visit [www.sunlife.com/us](http://www.sunlife.com/us).

The Sun Life Stop-Loss catastrophic cancer claim reimbursement must be based on the International Statistical Classification of Diseases and Related Health Problems (ICD-9) cancer codes 140-239. To receive a reduction in the Sun Life Stop-Loss Specific deductible, the Sun Life Cancer benefit must be in force as well as a Sun Life Critical Illness Insurance policy. Issuance of the Sun Life Critical Illness policies is dependent on meeting underwriting guidelines and participation requirements. Employer Cancer Benefit Rider is filed under 17-SL-R-01. Stop-loss insurance policies are underwritten by Sun Life Assurance Company of Canada (Wellesley Hills, MA) in all states, except New York, under Policy Form Series 07-SL. In New York, stop-loss insurance policies are underwritten by Sun Life and Health Insurance Company (U.S.) (Lansing, MI) under Policy Form Series 07-NYSL REV 7-12. Product offerings may not be available in all states and may vary depending on state laws and regulations.

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