

HSA Healthline

November 2007

CEO CORNER

Insurance Premiums: Should the Healthy Pay Less?

By Lynn Paulson, CEO

Should health insurance premiums be rated and priced using the same methodology as property, life and auto insurance? Should people who develop and adopt preventative care skill sets, along with making healthy lifestyle choices pay the same premium as those folks who choose to make mindful and

cognizant unhealthy lifestyle choices? In other words, is it fair to those who are making mindful and vigilant healthy lifestyle choices, to subsidize those folks who are not? Should the cost of health insurance premiums be priced on risk and well-being?

It doesn't happen in other types of insurance - why does it occur in health insurance?

At its core, it's really a moral and ethical



dilemma with respect to adverse selection. But you see it already happening in many businesses and companies. While companies may choose not to penalize unhealthy behaviors and lifestyle choices, many are financially rewarding and providing incentives to those employees who make healthy lifestyle changes and choices. Companies get a two-fold benefit. First, it reduces the overall cost of health care premiums and second, they get the ancillary benefit of having a more productive workforce.

Some medical conditions are unavoidable. No question about it. Moreover, these folks need and deserve health insurance and coverage. The real dilemma is those folks who continue to make conscious, unhealthy lifestyle choices.



This is very interesting fodder for future debate. In the meantime, slip on those comfortable shoes and go for a long walk. It's both physically and mentally beneficial. Make the time, make it part of your routine to adopt a healthy lifestyle. You'll also be setting a great example for the rest of your family and friends.

There's no magical pill - no quick fix - it's not complicated - it's basic old fashioned dedication and self-discipline. When it comes to your long-term health and wellness, choose to be proactive rather than reactive. I know you can do it.

HSA Lines of Credit

By Jennifer Roy, HSA Customer Service Advisor

Have you ever run into a situation where you've had unexpected medical bills and don't have the funds in your Health Savings Account to cover them? It can happen to anyone, as medical costs are difficult to predict at times.

Choice Financial understands your situation, so we offer an HSA Line of Credit (LOC.) The LOC is a product to help you bridge the gap between when you need to pay your medical expenses and when you make your next contribution.

A Health Savings Account closed-end Line of Credit (LOC) is designed to enable you to pay for approved health

care expenses when funds are not available in your HSA.

Underwriting Guidelines:

Credit Score	LOC Limit
600-650	\$250
651-700	\$500-\$1,000
701+	\$1,001+

Payments:

10 percent of the outstanding balance or \$40, whichever is greater.

Mandatory Automatic Withdrawal:

- From another Choice Financial deposit account
- Set up an ACH (automatic) payment from another institution

Documentation Fee:

\$50

Rate:

Rate will be fixed at Prime + 2% APR*

Maturity Date:

December 31 of every year

To find out more about this great option, please call our HSA Hotline at 1-866-702-9033. One of our dedicated HSA team members will be standing by to answer all your questions.

**Annual Percentage Rate. Rates subject to change at any time. Certain restrictions may apply. Subject to credit qualification. Member FDIC.*

It's All in Your Mind

By Lori Doele, Business Development Officer

Obesity is now the number one health threat in the United States. The epidemic now affects more than 60 percent of Americans. So who is to blame for the expanding waistline? Is it you? Is it the restaurant industry?

Losing weight and keeping it off means developing a plan that is easy to follow, enjoyable and adaptable to your lifestyle.

Before you pick a weight-loss plan, make sure you are ready to change your eating and exercise habits. Ask yourself the following questions:

- Are you willing to make regular physical activity a part of your routine?

- Are you committed to making small gradual changes in your eating plan?
- Do you have a realistic weight-loss goal in mind?
- Can you control your food choices and meal preparation methods?
- Are you losing weight to improve your health and to feel better?

If you answered yes to all of these questions, *congratulations*. You are ready to adopt a weight-loss plan that you can feel comfortable following and maintaining for a lifetime.

