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**A&H** *Agent Insider*  
Markel Accident & Health

## Markel Offers Stop Loss and Basic Health

### Stop Loss Insurance: Limiting Employers' Exposure to Claims

Self-funded employee benefit plans help businesses to manage costs, customize benefits, bypass state mandates, and avoid premium taxes. Employer Stop Loss insurance from Markel provides a great source of financial protection for employers by limiting their exposure to unexpected or catastrophic claims. Both specific and aggregate coverages are offered. We work with many of the country's leading PPO's, PBM's, and TPA's, and typically produce quotes within 72 hours.

#### Employer Stop Loss Highlights

- Average annual premiums range from \$250,000 - \$300,000.
- Commissions pay up to 12%.
- We cover both non-profit and for-profit employer groups.
- Our niche is groups with 100 - 1,000 employees.
- We are currently approved in 30 states, with more coming soon.

Give us a try! For more information, visit [Markel Employer Stop Loss](#) or contact [Paul Broughton](#) at 800-431-1270, ext. 7618.

***Did you know...***that according to the Employee Benefit Research Institute, approximately 10 million American workers and their dependents receive benefits through self-insured group health plans?

#### Health Insurance for Small Businesses- It's More Affordable Than You Think!

How does \$85 per month sound? Markel Basic Health is a modular, limited benefit plan that offers various levels of coverage, including preventative care, for \$24 to \$94 per month. It's an excellent solution for landscapers, restaurants, roofers, seasonal workers, painters, retailers, and part-timers. Our clients' average monthly premium is less than \$85 for physician care, hospital care, and related services. Markel Basic Health is not only one of the most inexpensive insurance options in the marketplace; it delivers exceptional services for agents, brokers, and employers after the sale. For more information, go to [Markelbasichealth.com](#) or contact [David Higgs](#) at 800-431-1270, ext. 7977.

***Did you know...***that according to the National Center for Health Statistics, more than 43 million Americans under the age of 65 are medically uninsured? That's 16.4% of the non-Medicare eligible population. Nearly 29 million

*working* Americans are uninsured.

## Recently Written Accounts

Account Type	Premium	Description
Teacher's Association in New York	\$504,000	Employer Stop Loss policy, \$55,000 specific deductible
Medical Center in Missouri	\$123,000	Employer Stop Loss policy, \$100,000 specific deductible
Restaurant in Florida	\$20,000	Markel Basic Health policy with Dental
Emergency Medical Transport Company in Virginia	\$10,000	Markel Basic Health policy with Discount Card

See you at [SIIA's National Educational Conference & Expo](#) on October 5-8, 2008 in Phoenix, AZ. To schedule a meeting at the conference, email Paul Broughton on his Blackberry at [pbroughton@markelcorp.com](mailto:pbroughton@markelcorp.com), and he'll get right back with you.

For more information about Markel Insurance Company's programs and products, please visit [markelinsurance.com](http://markelinsurance.com) or contact [Jim Taylor](#), Director, Business Development at 800-338-1938, ext. 251.



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