

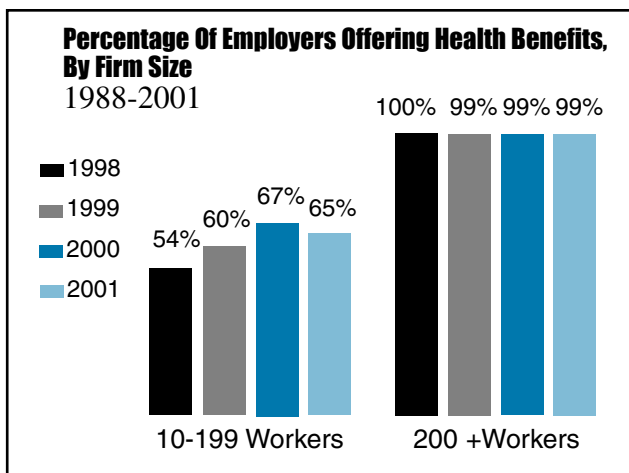
# Market Snapshot: Underage Health

The rising cost of health care and the sky-rocketing price tag of health insurance has left many employers scrambling for a solution to what is now recognized as a national crisis. Employers play the leading role in making health insurance available to workers, retirees, and their families. In fact, two-thirds of Americans - more than 163 million people - get their health care coverage through an employer (National Coalition on Health Care, November 2001). Employers are currently experimenting with everything from scaling back benefits to increasing employee contributions to dropping coverage altogether.

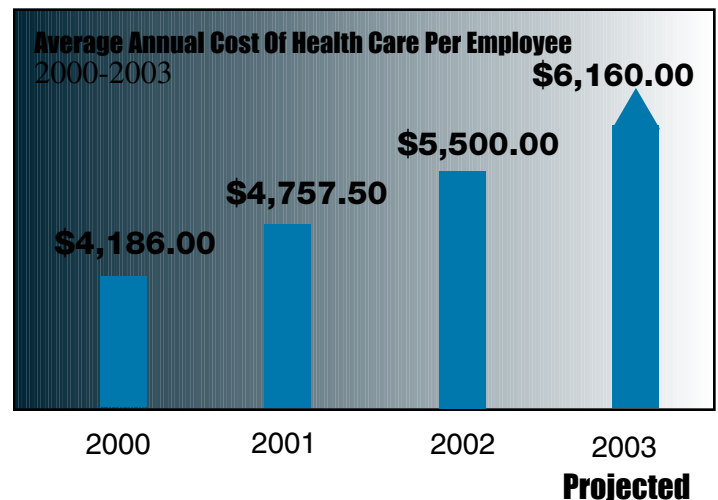
## The Statistical Snapshot

- In a study of how employees are planning to cope with health care cost increases, nearly half (47%) indicated that their current health plans do not meet all of their current medical needs, forcing many to pay at their own expense (Digital Research Inc, April 2002).
- A 2002 study by Aon Consulting reported that 59 percent of employers are planning on increasing employee benefit costs or further reducing benefits as part of an effort to address continued double-digit health care cost increases.
- Over 40 percent of employees are spending over \$500 per year on services not covered by their health plan today (Digital Research Inc, April 2002).
- Nearly 70 percent of America's smallest employers (5 employees or less) do not offer health care coverage to their employees primarily because of cost (National Association for the Self-Employed, June 2002).

United American has several Underage Health plans (see pgs. 6-7) which can supplement major medical or provide partial protection against health care costs. Take the time to study or review the products and tools available to you and see how to diversify your sales with Underage Health. You will be glad you made the effort!

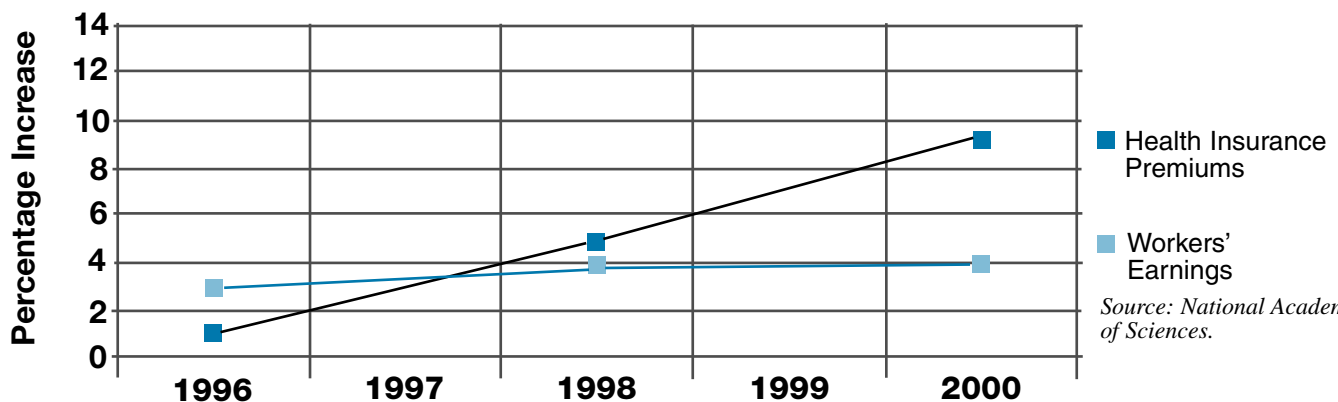


Source: Kaiser/HRET Survey Of Employer-Sponsored Health Benefits



Source: Definity Health, William M. Mercer; Employers look to control health care cost, The Post-Crescent, June 2002.

## Health Insurance Premiums vs. Workers' Earnings 1996-2000



Source: National Academy of Sciences.