

Pivot Health Proprietary Products by Healthcare.com



Who is Pivot Health

We develop products customers need.



Founded in 2015, Pivot Health started as a marketing, product development, distribution company bringing alternative insurance products to the individual market.



2018 Healthcare.com purchased Pivot Health for its proprietary products and the company's collective years of health insurance leadership expertise.



Today, Healthcare.com is marketing Pivot Health proprietary products using innovative AI technology to become one of the leading insurtech disruptors in the broker agent and direct online space.

Pivot Health Proprietary Product Suite



Short-Term Medical

- Limited duration plans
- Array of plan designs
- Preventive and Wellness Benefits
- Plans with doctor office copays
- Plans utilizing national networks
- Plans providing Open Access



Indemnity Plan

- No deductible or coinsurance
- Increasing Hospital confinement benefit
- Blended benefits for injury and illness
- No lifetime maximum
- Patient Advocacy Services



Dental / Vision

- No waiting periods for any services on select plans
- Some benefits increase in year 2 and 3
- Child ortho on high plan
- Preventive exam covered at 100%
- Optional Vision through **VSP**



Supplemental

- Package critical illness, accident, hospital indemnity and AD&D coverage
- Guarantee Issue
- Cash benefits paid directly to member

STM Product Portfolio



Core Plans

Low Deductibles

Access to First Health Network

Preventive and Wellness Benefits

Doctor Office Copay

Limited hospitalization benefit

Prescription Drug Benefit



Classic Plans

Array of plan designs
Open Access
Preventive and Wellness Benefits
Doctor Office Copay
Prescription Drug Benefit



Epic Plans

Preventive Coverage

Child immunizations covered at

100%

Optional Prescription

Drug Copay

Access to Cigna Network

Optional Accident rider



Quantum Plans**

Rich Benefit Designs

Cigna Network

100% coinsurance plans

Preventive and Wellness Benefits

Supplemental Accident included

** not available in Texas

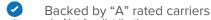


What Makes Pivot Health STM Products Unique

- Array of plan options to fit any clients needs and budget
- Extended duration options 2x180, 2x364 and 3x364 no additional underwriting, no new pre-ex, no new waiting periods, benefits (including copays and benefit maximums) and out of pocket maximums start over. Level commissions
- Preventive and wellness benefits now included on every plan
- Plans that utilize national networks
- Plans with no network restrictions open access
- Simplified underwriting: no rate ups, accept controlled hypertension, controlled diabetes by diet and exercise, no social security number needed (need to live in US continuously for 4 months prior to application date)
- Point Health healthcare navigation service and bill negotiation services for Open Access plans
- Plans developed for niche market segments that can set you apart from the rest: student athletes, child only policies down to 6 month, Pre-

Medicare Market

All plans include Free and Unlimited Telemedicine including dermatology





PIVOT HEALTH **Products Available through Pivot Health** by **HealthCare**.com® AK AL AR AZ CA CO CT DC DE FL GA HI IA ID IL IN KY KS LA MA MD ME MI MN MO MS MT NC ND NE NH NJ NM NV NY OH OK OR PA RI SC SD TN TX UT VA VT WA WI WV WY States Short-Term Medical (Age 6 mo-64 & 11 mo) Classic STM* Core STM Quantum STM Epic STM Fixed Benefit Medical (Age 18+) Anchor Dental/Vision (Age 18+) Brilliant Dental™ Supplemental (Age 18+)

Latitude



RE-WRITE RULES: IL

Illinois

State Regulation limits the coverage period of short-term limited duration policies to 180 days or less. There must be a 60 day break in coverage between the original Short-Term Medical policy issued by the same carrier. If the applicant's previous short-term policy is from a carrier that is not Companion Life Insurance Company, then the 60 day break does not apply.



CORE 1000 Deductible \$1,000 \$2,000 Coinsurance (Percentage you pay) 20% Maximum Out-of-Pocket (Includes Coinsurance, Deductible, and Medical \$2,000 \$3,000 Copayments)1 Coverage Period Max Benefit \$750,000 No Deductible: Core Short \$10 Copay for Generics **Prescription Drugs** Discount Only \$30 Copay for Preferred \$75 Copay for Non-Preferred² **Term Medical** \$30 copay; max 3 visits combined with General Practitioner Doctor Office visits General Practitioner Doctor Office Visit per coverage period³ \$60 copay; max 3 visits combined with Specialist and Urgent Care Facility visits **Urgent Care and Specialty Doctor Office Visit Plans** per coverage period3 \$250 Copay after which deductible and coinsurance apply, limited to a \$500 **Emergency Room** benefit per visit. If the person is directly admitted as an In-patient, copay and benefit limits are waived4 **Outpatient Surgical Facility** Subject to deductible and coinsurance up to \$1,000 maximum per day Subject to deductible and coinsurance up to \$1,000 maximum per day, 90% of Hospital Room and Board private room rate Hospital ICU Room and Board Subject to deductible and coinsurance up to \$1,250 maximum per day, 90% of private room rate Subject to deductible and coinsurance up to \$2,500 per surgery, up to \$5,000 **Surgeon Services** maximum per coverage period Subject to deductible and coinsurance up to \$250 per trip for ground ambulance Ambulance Subject to deductible and coinsurance up to \$250 per trip for air ambulance Subject to deductible and coinsurance 1 visit per day, up to 40 days per Home Health Care coverage period This is intended as a benefit highlight. Subject to deductible and coinsurance up to \$150 maximum per day, up to 60 See brochure for full details including **Skilled Nursing Care** days per coverage period exclusions and limitations. Subject to deductible, not to exceed \$200 per coverage period **Preventive Examination** For Agent use only. Not for distribution.

Pivot Health Classic Short Term Medical Plans

CHOICE

- 80/20 or 70/30 Coinsurance
- \$1,000 \$10,000 Deductibles
- Doctor Copays \$30 primary / \$60 specialist
- Annual Wellness visit 100% up to \$200
- Rx Discount
- Out of Pocket Max: \$11,000 - \$20,000
- Max Coverage: \$100,000,
 \$250,000 or \$1,000,000

ECONOMY

- 80/20 or 70/30
 Coinsurance
- \$3,000 \$10,000 Deductibles
- Subject to Deductible and Coinsurance
- Annual Wellness visit 100% up to \$200
- Rx Discount
- Out of Pocket Max: \$13,000 - \$20,000
- Max Coverage: \$100,000, \$500,000 or \$1,000,000

DELUXE

- 80/20 Coinsurance
- \$1,000, \$5,000 Deductibles
- Doctor Copays \$30 primary / \$60 specialist
- Annual wellness visit up to \$200
- Rx Coverage: \$10/
 \$30/\$75 \$1k limit 6mo or less duration/\$2k limit over
 6 mo duration
- Out of Pocket Max: \$4,000-\$8,000
- Max Coverage: \$500,000
 or \$1,000,000

STANDARD

- 80/20 Coinsurance
- \$2,000 \$5,000 Deductibles
- Subject to Deductible and Coinsurance
- Annual wellness benefit up to \$200
- Rx Coverage: \$10 /\$30 / \$75 - \$1k limit 6mo or less duration/\$2k limit over 6 mo duration
- Out of Pocket Max: \$7,000 - \$10,000
- Max Coverage: \$250,000or \$500,000

PIVOT HEALTH

Epic Plans

pic i idiib	Epic PPO	Epic PPO- OON	Epic Base
Network	Cigna	Out-of-Network	All Provider Access
	COVERED EXPENSE	HIGHLIGHTS	
Deductibles	\$5,000, \$8,000, \$10,000	\$6,600, \$10,600, \$13,300	\$5,000, \$10,000, \$15,000, \$20,000
Family Deductible Maximum	2x individual deductible	2x out-of-network individual deductible	2x individual deductible
Coinsurance (Percentage you pay)	0%	25%	0%
Out-of-Pocket Maximum	Satisfied after the deductible is met	No out-of-pocket maximum	Satisfied after the deductible is met
Total Coverage Maximum	\$500,000 or \$1,000,000	\$375,000 or \$750,000	\$500,000 or \$1,000,000
MEDICAL EXPENSE HIGHLIGHTS			
Primary Doctor Visit	No charge after deductible is met	Out-of-network deductible and coinsurance apply	No charge after the deductible is met
Specialist Doctor and Urgent Care Visit	No charge after the deductible is met	Out-of-network deductible and coinsurance apply	No charge after the deductible is met
Preventative Examination	3 month wait, 1 primary care visit and services covered at 100% up to \$100	3 month wait, 1 primary care visit and services covered at 75% up	3 month wait, 1 primary care visit and services covered at 100% up to \$100

to \$75 per covered person during per covered person during coverage

period

coverage period

per covered person during coverage

period

Epic Plans

	Epic PPO	Epic PPO	Epic Base
Emergency Room	\$250 copay then deductible and coinsurance (copay waived if admitted)	\$250 copay then deductible and coinsurance (copay waived if admitted)	\$250 copay then no charge after the deductible is met
Hospital Inpatient	No charge after the deductible is met	Out-of-network deductible and coinsurance apply	No charge after the deductible is met
Outpatient Surgical Facility	No charge after the deductible is met	Out-of-network deductible and coinsurance apply	No charge after the deductible is met
Mental Illness and Substance Use Disorder	No charge after the deductible is met	Out-of-network deductible and coinsurance apply	Not covered
Supplemental Accident (Optional benefit)	\$5,000 or \$10,000 per individual	\$5,000 or \$10,000 per individual	\$5,000 or \$10,000 per individual
Traveling In A Foreign Country (Emergency Treatment)	Out-of-network deductible and coinsurance	Out-of-network deductible and coinsurance	Not covered

PRESCRIPTION DRUG EXPENSE HIGHLIGHTS			
Prescription Drugs (Optional benefit)	Generic copay \$5 Preferred copay \$35 Non-preferred copay \$70	Out-of-network coinsurance applies	Generic copay \$5 Preferred copay \$35 Non-preferred copay \$70
Maximum Prescription Drug Benefit	\$1,000 (coverage periods of 6 months or less) or \$2,000 (coverage periods greater than 6 months)	\$1,000 (coverage periods of 6 months or less) or \$2,000 (coverage periods greater than 6 months)	\$1,000 (coverage periods of 6 months or less) or \$2,000 (coverage periods greater than 6 months)
Plan Networks			
	Epic PPO		Epic Base
Network	Cigna*		All Provider Access - No Network
Provider Link	https://sarhcpdir.cigna.com/web/public/sarProviders		Freedom to choose any provider
How It Works	Cigna in-network	k discount	Reference Based Pricing*

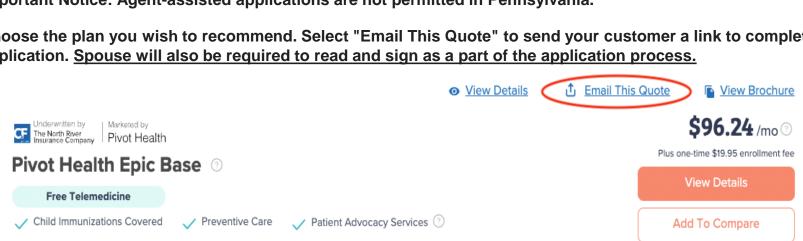
Epic Plans Now Available in PA!

Epic Base Plan Features

- Preventive benefits
- Wellness exam up to \$100
- Child immunizations covered at 100%
- Predictable out-of-pocket exposure
- Free and unlimited Telemedicine benefit
- Prescription Drugs (optional benefit)
- Open Access no network restrictions
- Point Health patient advocacy services for healthcare navigation and bill negotiation included

Important Notice: Agent-assisted applications are not permitted in Pennsylvania.

Choose the plan you wish to recommend. Select "Email This Quote" to send your customer a link to complete the application. Spouse will also be required to read and sign as a part of the application process.





Network Options



Open Access / Any Provider

- Open Access plans (Classic, Epic Base, Core) have NO network restrictions. Providers are paid up to 125% of Medicare allowable and Facilities are paid up to 150% of Medicare allowable. The average discount is 69%. Balance bill protection so that the member only pays according to the contract. A qualified balance bill that is due to the discount is sent to IBA to negotiate, any balance Pivot pays.
- Point Health Advocacy Services for healthcare navigation offering on average a 61% savings when utilized and bill negotiation providing on average 44% savings to the member on their out of pocket expenses
- No provider access fee contributes to competitive premiums



National Networks

Cigna Network

- Access to more than 1 million national providers, 6,360 hospitals in-network, 49.8% average national discount
- Epic PPO and Quantum Plans utilize the Cigna network

First Health Network

- Access to more than 695,000 professional medical providers. 5,300 hospitals and 100,000 ancillary facilities.
- Core plans utilize the First Health Network as a passive PPO.
- Members have a choice of any provider or the First Health Network

Quantum Plans

	Quantum PPO High Deductible (HD)	Quantum PPO Copay	Out of Network
Deductible^*	\$5,000 or \$10,000	\$2,500, \$5,000, or \$10,000	2 times the plan deductible
Coinsurance	70% or 100% (100% for \$10,000 deductible only)	80% or 100% (100% for \$10,000 deductible only)	60%
Out-of-Pocket Maximum**	\$10,000 per person (includes deductible)	\$10,000 per person (includes deductible)	No maximum
Total Coverage Max	\$500,000 or \$1,000,000	\$500,000 or \$1,000,000	\$250,000
Primary Doctor Visit	Subject to deductible & coinsurance	\$30; max 3 visits for any office appointment per coverage period.***	Subject to deductible & coinsurance
Specialty Doctor Office Visit and Urgent Care	Subject to deductible & coinsurance	\$60; max 3 visits for any office appointment per coverage period.***	Subject to deductible & coinsurance
Preventive Health	1 visit per coverage period not to exceed \$250 per coverage period.	1 visit per coverage period not to exceed \$250 per coverage period.	Not covered
Mammography	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Not covered
Routine Annual OB-GYN Exam	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Not covered
Ovarian Cancer Monitoring	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Not covered
Generic Drugs	Discount Only	\$5 copay	Not covered
Preferred Drugs	Discount Only	\$35 copay	Not covered

Quantum Plans

	Quantum PPO High Deductible (HD)	Quantum PPO Copay	Out of Network
Non-Preferred Drugs	Discount only	\$75 copay	Not covered
Emergency Room	\$250 copay, then subject to deductible & coinsurance	\$250 copay, then subject to deductible & coinsurance	\$250 copay, then subject to deductible & coinsurance
Outpatient Surgical Facility	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Subject to deductible & coinsurance
Hospitalization	\$500 copay, then subject to deductible & coinsurance	Subject to deductible & coinsurance	Subject to deductible & coinsurance
Ground Ambulance	Subject to deductible & coinsurance up to \$1,000	Subject to deductible & coinsurance up to \$1,000	Subject to deductible & coinsurance up to \$1,000
Air Ambulance	Subject to deductible & coinsurance up to \$2,500	Subject to deductible & coinsurance up to \$2,500	Subject to deductible & coinsurance up to \$2,500
Home Healthcare	Subject to deductible & coinsurance up to 40 visits	Subject to deductible & coinsurance up to 40 visits	Subject to deductible & coinsurance up to 40 visits
Speech Therapy/Occupational Therapy/Physical Therapy	Subject to deductible & coinsurance then \$50 per day for a max of 20 visits for all therapies (PT/OT/SP)	Subject to deductible & coinsurance then \$50 per day for a max of 20 visits for all therapies (PT/OT/SP)	Subject to deductible & coinsurance then \$50 per day for a max of 20 visits for all therapies (PT/OT/SP)
Mental Disorder	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Not covered
Substance Abuse	Subject to deductible & coinsurance; Inpatient: \$100 per day, per coverage period. 31-days maximum. Outpatient: \$50 per visit, 10 visits maximum	Subject to deductible & coinsurance; Inpatient: \$100 per day, per coverage period. 31-days maximum. Outpatient: \$50 per visit, 10 visits maximum	Not covered
Organ or Tissue Transplant	Subject to deductible & coinsurance	Subject to deductible & coinsurance	Not covered
Prosthetics & Orthotics	Subject to deductible & coinsurance up to \$2,500	Subject to deductible & coinsurance up to \$2,500	Not covered



Ancillary Products



Brilliant Dental

Renaissance Dental Network with access to 300K + dentists nationally

No waiting periods for any service on the Essential/Maximum Plans

Progressive benefits and annual max for the Essential and Maximum Plan

Routine cleanings paid at 100% -

Child ortho benefits for the Maximum Plan

VALUE PLAN – 100% Preventive and 80% on Basic ** waiting periods apply to basic services

Add on VSP Vision - \$150 frame or Lens allow



Latitude Gap Plan

Guaranteed Issue

Bundled Accident, Critical Illness, Hospital Indemnity and AD&D

Two plan selections with a **\$2500 benefit or a \$5,000 benefit**

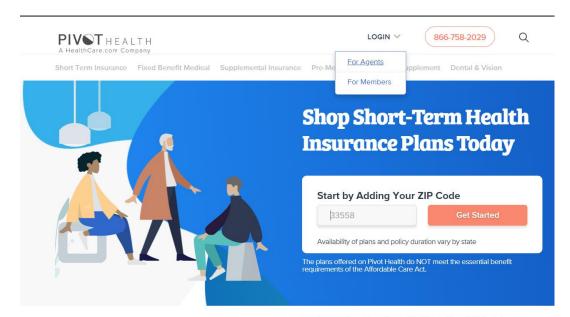
Cash payment paid directly to member

Pays out regardless of other insurance

Up to **75**% savings on prescription drugs

15-40% discounts on eye exams, lenses frames and contacts

Quoting on your Pivot Agent Portal







Trusted by our 100,000+ members BBB Rating is for Communicating for America, an association partner Pivot Health that provides non-insurance benefits for this plan. Membership not required for all states.

Pivot Agent Landing Page



Q Search...

Get a Quote

Product Portfolio ~

Helpful Links ~

My Book of Business

Welcome to the Pivot Health Agent Portal

Access the latest resources including product details, plan brochures, training materials, and more

News & Info



Short Term Product Positioning



Point Health Consumer Guide

Start Your Quote Now

Let's Get Started With Your Quote

Your Location	ZIP Code	County		
	33558	Hillsborough ▼		
Application Type	Select Your Plan Type			
	Short-Term Insurance	Long-Term Insurance		
	Check here for a child-only application			
You	Date of Birth	Gender		
	MM/DD/YYYY	Female Male		
	We'll use your birthday only to to get accurate pricing for our plans.			
	Your First Name	Email Address (optional)		
	First Name	email@address.com		
	It'll be friendlier calling you by your name throughout this quote. Plus, it'll help identify who's being covered.	Used to send you a copy of your quotes, and helps us help you more.		
Covering Anyone Else?	+ ADD SPOUSE + ADD	CHILD		
Your Coverage		can apply for up to 3 years in many states, nding on your coverage needs. State-specific		
	11/03/2022 image and the state of the state			
	Pivot Health offers an array of cove select the best option for your parti			
	180 Days Need coverage for up to 180 days? May be great for individuals needing coverage for a shorter period of time.			
	364 Days If you need health insurance coverage for more than a few months, 364-days of short term health insurance can take you the distance. May be great for individuals seeking a longer-term solution.			
	Policy duration varies by state avail	lability.		
	Find Plans >			

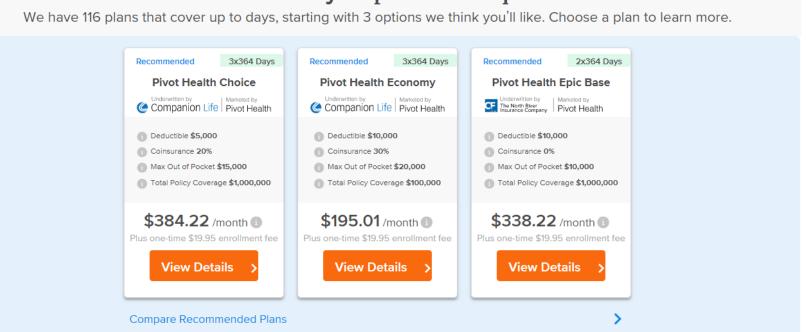




Short Term Fixed Benefit Medical Dental and Vision Medicare Supplement

1 3 4 5

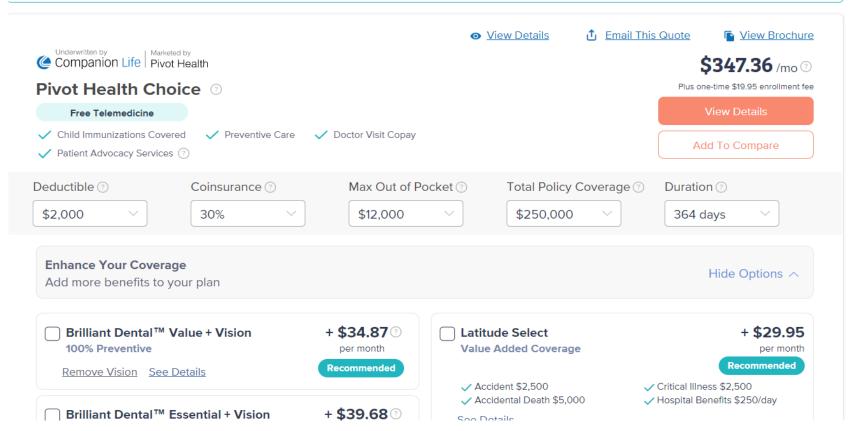
Test! here are your personalized quotes

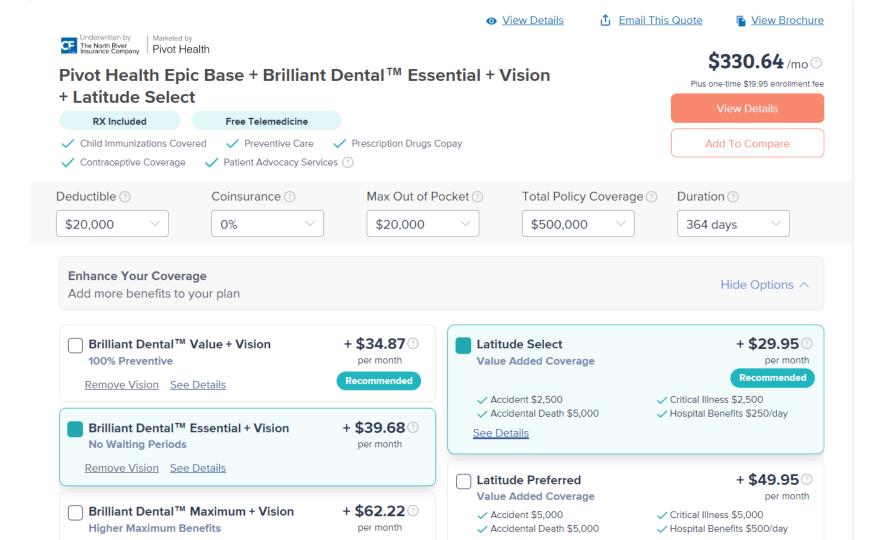


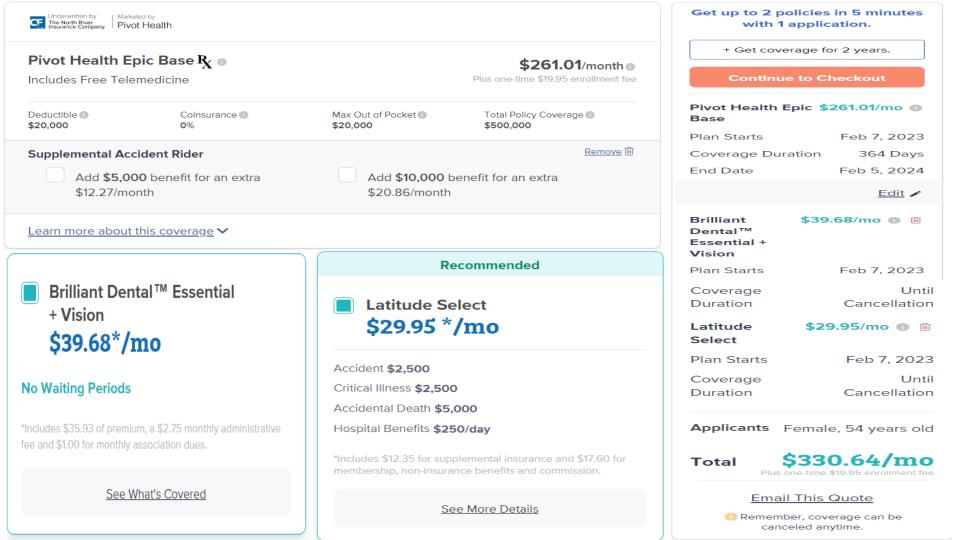


Free non-insurance telemedicine included on all Pivot Health short-term medical plans. See plan brochure for details.

Skip







Simplified Underwriting

2

Question 4 of 6

Within the last 5 years has any applicant had a diagnosis, symptoms, an abnormal test result or received treatment, medication or consultation by a member of the medical profession for:

- · cancer, Hodgkin's or Non-Hodgkin's lymphoma or malignant melanoma (excluding basal cell);
- · atrial fibrillation, abnormal heart rhythm, a heart disorder, angina, heart attack or congestive heart failure;
- stroke;
- transient ischemic attacks (TIAs);
- · uncontrolled hypertension;
- blood pressure greater than (160/95);
- Type 1 diabetes or diabetes requiring insulin or oral medications;
- · Crohn's disease or ulcerative colitis;
- hepatitis C or liver or kidney disorders (excluding kidney stones);
- organ or bone marrow transplants;
- · chronic obstructive pulmonary disease (COPD) or emphysema;
- · inflammatory arthritis;
- · Systemic Lupus Erythematosus (SLE) or degenerative spine or hip disorders;
- · hemophilia, leukemia;
- muscular dystrophy or multiple sclerosis;
- · Lou Gehrig disease (ALS);
- · alcohol or drug abuse or misuse;
- bipolar, schizophrenia;
- or eating disorders?

Test, Let's Finish Your Enrollment

We can't wait to start your new health plan! Remember, you have a 10-day free look period and can cancel during that time for a full refund.

1. Contact Information

First Name	Last Name
Test	Last Name
Phone Number	Email Address
(000) 000-0000	email@address.com
Street Address	
Lutz, FL 33549 (<u>Change locatio</u>	<u>n)</u> .
2. Billing Information	on
Secure credit card This is a secure 128 Card Number	payment 3-bit SSL encrypted payment.
Accepted Credit Cards VISA	B40,798
Expiration Date	Security Code
MM/YY	
MM/YY	* 3 digits on back of card
Name	
Name	
As it appears on your card	
Your full payment info is st	ored in Authorize.net's secure
servers. Pivot Health does	not store your payment information

Check if billing address is different from contact address

Applicant Location 33549 Lutz, FL Members ~ **Pivot Health Epic Base** Monthly Cost \$261.01 Plan Details ~ + Get coverage for 2 years. Coverage Period (Edit) Plan Starts Feb 7, 2023 Period 364 Davs Feb 5, 2024 End Date \$39.68 Monthly Cost Plan Start Feb 7, 2023 End Date **Until Cancellation** *Includes \$35.93 of premium, a \$2.75 monthly administrative fee and \$1,00 for monthly association Latitude Select Monthly Cost \$29.95 Feb 7, 2023 Plan Start End Date Until Cancellation Summary Pivot Health Epic Base \$261.01 Brilliant Dental™ Essential + Vision \$39.68 Latitude Select \$29.95 One-Time Enrollment Fee \$19.95 \$350.59 TOTAL

4. Confirm Enrollment Details

You are purchasing short term medical coverage, which by federal regulation is limited to a maximum of 364-days per policy, depending on state regulations.

THIS PLAN PROVIDES LIMITED BENEFIT COVERAGE. IT IS NOT DESIGNED TO COVER ALL MEDICAL EXPENSES AND IT IS NOT A MAJOR MEDICAL OR COMPREHENSIVE HEALTH CARE POLICY. PLEASE READ YOUR CERTIFICATE CAREFULLY!

Remember, you have a 10-day free look period which allows you to get a full refund.

☐ I agree to purchase and can cancel at any time after a minimum 30 day enrollment. I understand I am purchasing a
Short Term Medical product. I understand that rates are subject to change during subsequent periods when multiple
durations are selected. I understand this product is not ACA compliant. I understand I am responsible for keeping The
North River Insurance Company's Administrator current on my email address.

☐ If this Application is completed electronically, I/we agree that my/our electronic signature serves as my/our original signature. If this Application is not completed electronically, I/we agree I/we are providing verbal consent to certify my/our Application in lieu of a signature.

Your Electronic Signature

Applicant Signature Date Signed

**CLICK TO SIGN **

11/02/2022

Start Your Coverage





Unlimited Bonus Opportunity!

Spring into an unlimited bonus this season. There is no better time to grow your sales. Offer your clients reliable health insurance solutions while boosting your business with Pivot Health.

Beginning May 1, 2023 through June 30, 2023, you can earn a Blooming Bonus on all Pivot Health proprietary products. What does this mean? More \$ in your pocket.



Introducing the 2nd Annual 2023 Pivot Health Top Producer Trip

Enjoy a luxurious stay at:

The Gaylord Opryland Resort

Sept. 7th - 10th, 2023

How to Qualify

All Pivot Health products have a point value (in the chart below). Every sale you make between Sept. 1, 2022 and May 31, 2023 earns you points towards the ultimate goal of an awards trip to Nashville!

Yes, there's still time to qualify! The Top Producer contest is currently underway, so don't delay! Eligibility for the 2023 Top Producer Trip is 500 points.

* *	* *
Anchor Medical	10 Points
Short-Term Medical 12+ Months *	10 Points
Short-Term Medical 6-12 Months *	6 Points
Short-Term Medical 3-5 Months *	4 Points
Latitude Supplemental	2 Points
Dental	2 Points
*Includes Epic, Quantum, Core, Economy, C	Choice, Standard, Deluxe



Questions

Letty Perez- Broker Account Executive

Letty.perez@healthcare.com

(813) 771-9330

