

Clarifying our flexiFED^{Elect} options

As you know, one of the benefits associated with Fedhealth's flexiFED option range is the opportunity to **save either 11% or 25%** on the member's monthly contribution by selecting the GRID or Elect discounts.

On the GRID options, Fedhealth members can save 11% on their monthly contributions by committing to using Fedhealth's network of more than 100 world-class private hospitals only. In the case of an emergency for stabilising treatment, members can still use any private hospital and will be covered without any co-payment.

Clarifying the flexiFED Elect options

Following requests received from brokers, we unpack our Elect options again:

Our Elect options are recommended for healthy members who don't foresee any planned hospital procedures in the near future. These members are therefore quite happy to enjoy a **significant 25% saving on their monthly contribution** by agreeing to pay a **fixed excess of R11 500 on planned hospital procedures at any private hospital** – in the event that they do need hospitalisation for a planned procedure.

And, in the case of an emergency, these members will also be taken to their closest private hospital for stabilising treatment. In addition, members on the Elect options can avoid the R11 500 co-payment by using a hospital on the smaller Elect hospital network.

In a nutshell, the Elect options are excess options and should be positioned to your clients as such.

To recap, just the following:

- By selecting the 25% Elect discount on flexiFED **1, 2, 3** and **4**, your clients can enjoy significant savings on their monthly medical aid contribution.
- The Elect options carry an R11 500 excess on all planned hospital procedures at any private hospital of your clients' choice.
- **Sanlam Gap Cover** is a complementary product to recommend to your clients in order to cover the R11 500 excess for **just R298 per month** on hospital events. The cost of Sanlam Gap Cover is less than the difference in contribution, so your client will still save every month.

Selling the Elect options in this way could open up new opportunities for you, the broker, to sell more medical aid. Affordability is a big issue for people when choosing a medical aid option, and if sold in this manner, the Elect options are very attractive to individuals and young families looking for good hospital cover at a reasonable price – with Sanlam Gap Cover available in case they need to pay the R11 500 fixed excess.

CLICK HERE to see how much your clients can save for the same benefits by choosing the Elect options.

Please note: You will need a contract with Sanlam in order to sell Sanlam Gap Cover. Either speak to your Broker Practice Manager, or call Samantha Drake, Sanlam Corporate Gap and Primary Healthcare Specialist, on (021) 947 5778, 082 920 0609 or send an email to samantha.drake@sanlam.co.za



New **USSD functionality** for MediVault & Wallet transactions

Fedhealth has just launched a brand new USSD functionality to help members activate their MediVault and make transfers to their Wallet in a few simple steps.

This new USSD line is now live, convenient and easy to use, and comes at no cost to members.

Using their mobile phone, your clients can activate their MediVault, accept the terms and conditions, select an existing bank account, or load a new one, and transfer from the MediVault to the Wallet at no cost to them.

A communication has been sent to all Fedhealth members detailing the steps to follow in order to use the USSD line.

We trust that this platform offers your clients one additional hassle-free way to activate their MediVault and transfer funds into their Wallet.



Fedhealth Support

General enquiries: 0860 002 153 and press 5

Broker Portal: www.fedhealth.co.za/broker-portal/

Quotes and comparisons: support@fedhealth.co.za

General enquiries and Broker contract applications: brokers@medscheme.co.za