

**Massachusetts Division of Insurance
Accident-Only Insurance Report
For the Period between 2008 and 2010**

Joseph G. Murphy
Commissioner of Insurance

Acknowledgement

The enclosed report was prepared by the Health Care Access Bureau and Policy Form Review staff of the Massachusetts Division of Insurance (“Division”) in order to examine the current state of accident-only insurance (“AO”) in the Commonwealth of Massachusetts as of the end of 2010, including the relative number of persons covered through individual or group plans.

In this report, individual coverage refers to policies written by an insurance company to an individual policyholder. Group coverage in this report represents coverage written by an insurance company for an employment-based policy, as well as coverage written to an individual certificateholder through a non-employment based group association or group trust.

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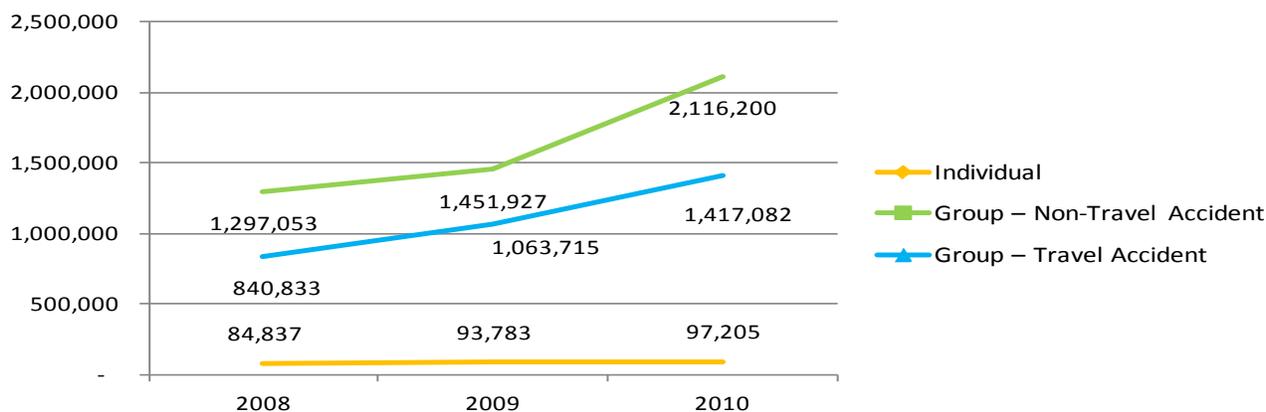
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I. EXECUTIVE SUMMARY

A. Report Material

- As of December 31, 2010, there were **3.6 million** Massachusetts¹ persons covered in accident-only (“AO”) policies; this is an increase from the **2.2 million** persons covered as of December 31, 2008.
- By 2010, ninety-seven percent of Massachusetts persons covered in AO plans were covered in group plans.
- According to company reports, those buying coverage through individual policies tend to: (1) be younger; and (2) buy more expensive plans than those buying coverage on a group basis.

Year-End Massachusetts Enrollment in Accident-Only Plans



B. Summary of Massachusetts Covered Lives

Number of Insureds	2008	2009	2010
<i>Individual² Market</i>	84,837	93,783	97,205
<i>Group³ Market</i>	2,137,886	2,515,642	3,533,282
<i>Total</i>	<u>2,222,723</u>	<u>2,609,425</u>	<u>3,630,487</u>
Average Annual Premium for Plans Sold in Particular Year⁴	2008	2009	2010
<i>Individual Markets</i>	\$277	\$292	\$294
<i>Group Market</i>	\$52	\$53	\$26
Average Age of Massachusetts Insureds	2008	2009	2010
<i>Individual Market</i>	45.7	45.9	46.3
<i>Group Market</i>	51.2	51.2	51.4

1 The count includes the number of Massachusetts residents covered under individual or group coverage.

2 In this report, the term “individual”, unless specified otherwise, refers to policies written by an insurance company to an individual policyholder.

3 In this report, the term “group”, unless specified otherwise, refers to individual certificateholders in policies written by an insurance company to an employment-based group, as well as coverage written through a non-employment based group association or group trust.

4 Average annual premium in the “group” market represents the total annual premium, including both the employer and employee contribution to the premium paid to the insurance company providing the coverage.

5 Non-Travel Accident only

Individually Written Plans

- Individual AO policyholders *increased* by 12,368 (14.6%) from 84,837 in 2008 to 97,205 in 2010.
- The average age of individual AO policyholders *increased* from 45.7 in 2008 to 46.3 in 2010.
- The average annual individual AO premium *increased* from \$277 in 2008 to \$294 in 2010.

Group Coverage Written Through Employment-Based Plans

- Group AO certificateholders *increased* by 1,395,396 (65.3%) from 2,137,886 in 2008 to 3,533,282 in 2010.
- The average age of group AO certificateholders *increased* from 51.6 in 2008 to 51.7 in 2010.
- The average annual group AO premium for non-travel accident policies *decreased* from \$52 in 2008 to \$26 in 2010.

II. OVERVIEW

Accidents are an everyday occurrence; from news broadcasts to reality shows, we see and hear about them all the time. According to the Center for Disease Control and Prevention, accidental injury was among the top five leading causes of death in the United States in 2008, 2009 and 2010. Yet when a serious accident strikes, people can find themselves underprepared. When someone becomes hospitalized, or disabled, or is killed because of an accident, other existing health insurance may not be enough to cover the variety of associated costs, such as home maintenance or modification, daycare for dependents or pets, travel and lodging costs for family and relatives, or outstanding debt and other final expenses. Accident-only insurance (“AO”) is available to help pay expenses that may not, or would not, be covered by a health insurance plan.

AO coverage provides benefits for death, dismemberment, disability, and/or hospital and medical expenses that are incurred as the result of an accident. Depending on the losses covered in any given policy, benefits may be provided as a flat dollar amount per injury or service, as a fixed-dollar lump-sum or monthly benefit for disability, or as a death benefit to a beneficiary or estate. Individual AO policies issued in Massachusetts must be non-cancelable for the life of the insured, without any right of the carrier to increase the premium rate, and may not have any waiting periods before coverage begins. Group AO policies are not subject to this same requirement, but most are either non-cancelable or guaranteed renewable.

When selecting coverage, the insured chooses among plans based on the following types of product features:

- level of coverage (e.g., choice of fixed-dollar benefit amounts and income replacement levels);
- duration of coverage (e.g., number of days, months or years of coverage); and
- length of elimination periods before benefits begin.

Policies may contain limitations or exclusions of coverage based upon prior hospitalizations or pre-existing conditions. Carriers also may underwrite policies and turn down applicants who do not meet the underwriting criteria.

The Division has conducted an examination of the market for AO coverage to understand the products that insureds buy in Massachusetts and nationally in the individual and group markets. The examination also considers how carriers offer products, and trends in the industry, so the Division may be aware of market conditions in the event that further regulation may be appropriate in the future.

III. PERSONS COVERED BY ACCIDENT-ONLY INSURANCE

A. Massachusetts

As of December 31, 2010, **3,630,487** Massachusetts residents held AO plans – **97,205** (3%) in individual AO plans and **3,533,282** (97%) covered through group AO plans. The number of persons covered with AO coverage increased by **1,407,764** (63%) from the **2,222,723** Massachusetts persons who had AO coverage on December 31, 2008. The total number of Massachusetts residents in either individual or group AO plans on December 31, 2010 is 55% of the total Massachusetts population of 6,631,280.

Massachusetts AO Membership

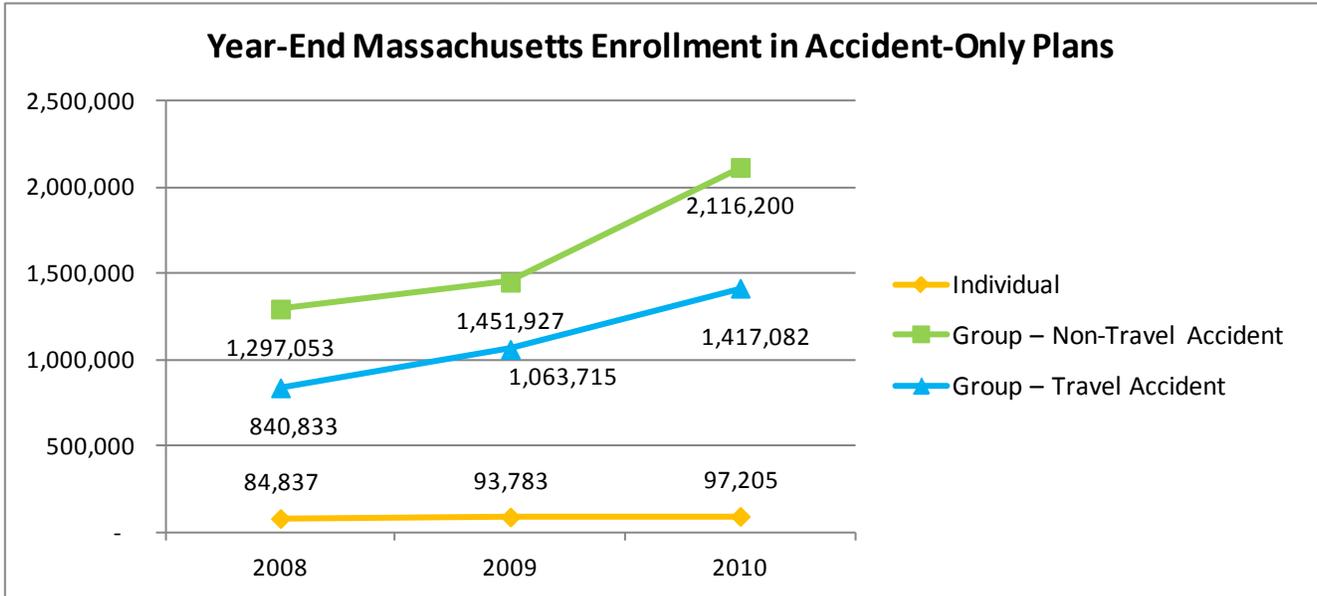


Exhibit 1

In 2010, companies collected **\$48.4 million** in Massachusetts-based AO premium revenue – **\$23.6 million** (49%) from individual policies and **\$24.8 million** (51%) from group coverage.

Massachusetts AO Premium (in millions of dollars)

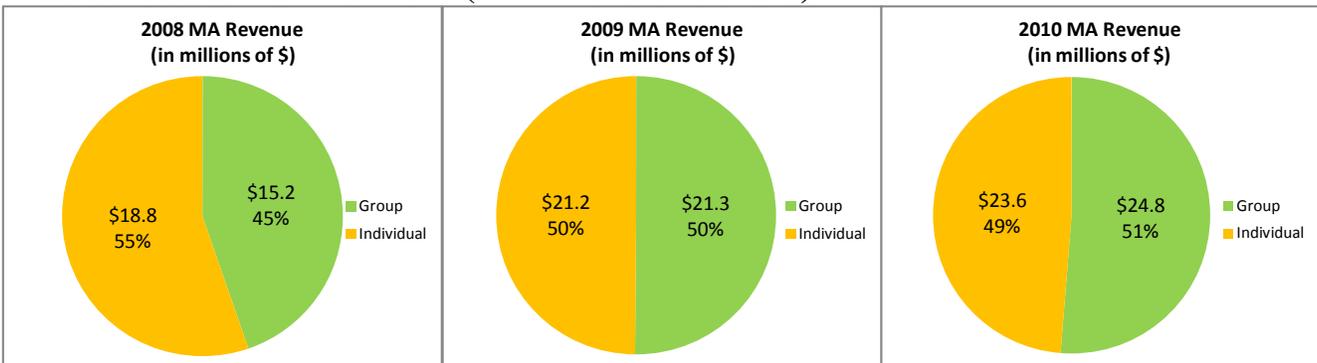


Exhibit 2

B. National⁶

As of December 31, 2010, **153,317,722** residents nationally held AO plans – **8,105,208** (5%) with individual AO coverage and **145,212,564** (95%) with group AO coverage. Nationally, the number of persons with AO coverage increased by 28,294,662 or 23% from the **125,023,110** persons with AO coverage on December 31, 2008.

National AO Membership

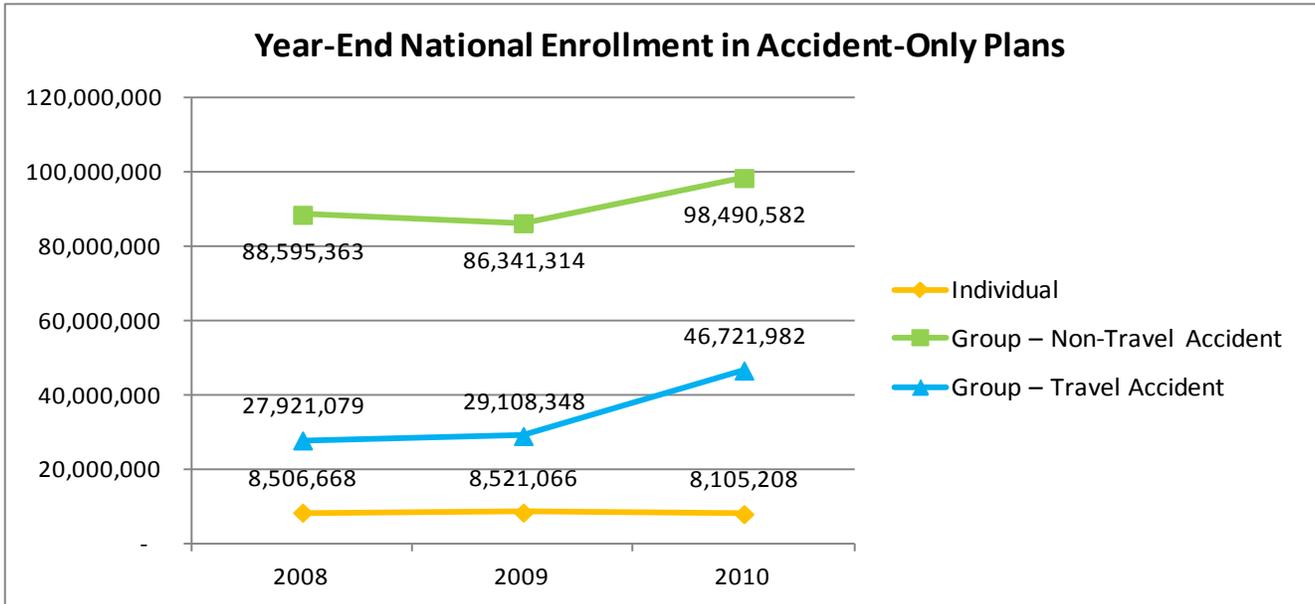


Exhibit 3

Nationally, in 2010, AO companies collected almost **\$3.0 billion** in premium revenue – **\$2.0 billion** (67%) from individual policies and almost **\$1.0 billion** (33%) from group coverage.

National AO Premium (in millions of dollars)

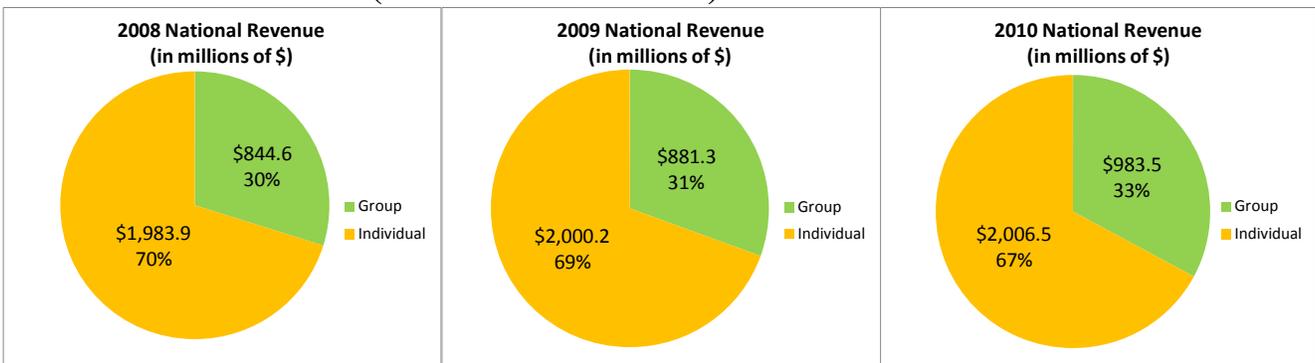


Exhibit 4

⁶ National membership statistics represent the national membership of carriers that are licensed in Massachusetts and currently market accident-only products or have closed blocks of business in the accident-only market. The national membership statistics do not represent the total accident-only membership in the entire country because they do not include those carriers that are not licensed in Massachusetts.

IV. COVERAGE IN INDIVIDUAL PLANS

A. Average Age of Individual Accident-only Policyholders

For individual AO plans, the average age of Massachusetts and national policyholders are similar.

- The average age of Massachusetts persons with AO plans was **45.7** in 2008⁷ and **46.3** in 2010⁸.
- Nationally, the average age of AO policyholders was **47.2** in 2008⁹ and **48.0** in 2010¹⁰.

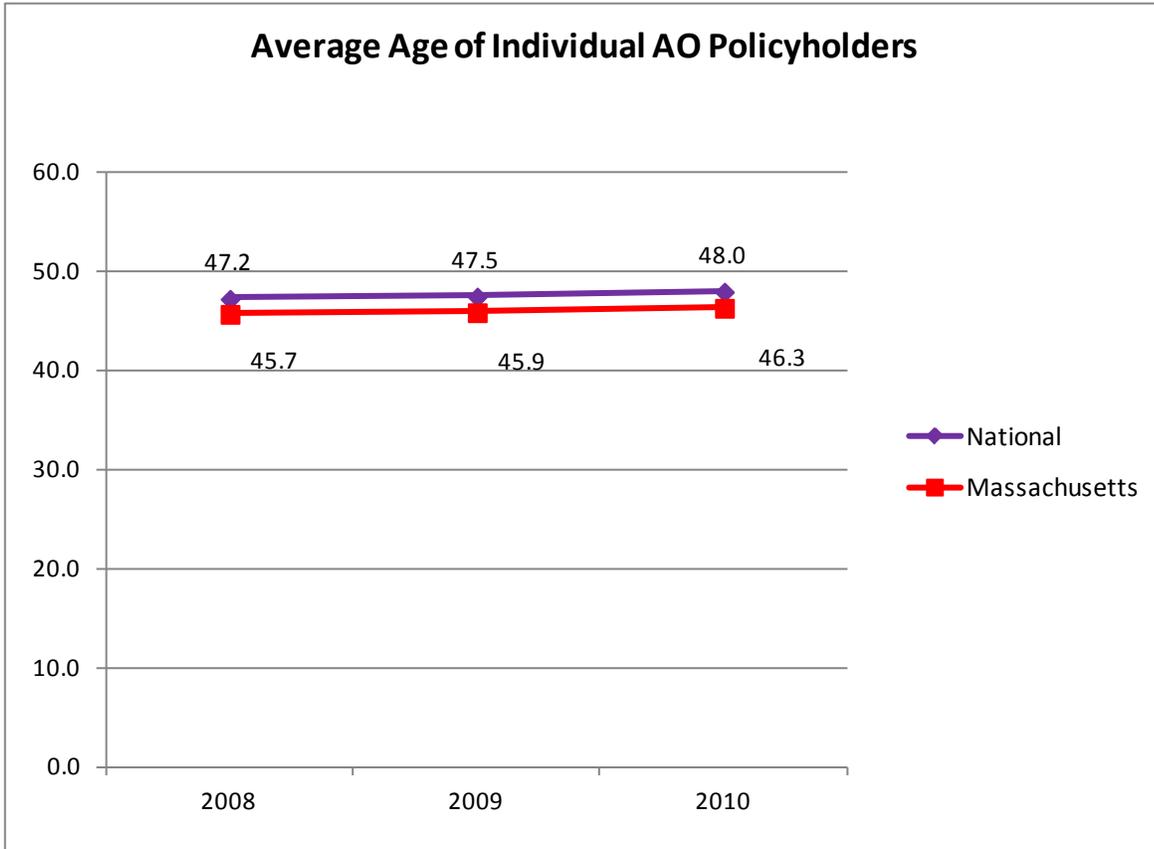


Exhibit 5

⁷ Twenty-seven companies offering individual AO coverage could provide relevant information; the remaining companies either were no longer offering coverage in Massachusetts in 2008 or provided insufficient/incomplete information and were not included in the summary statistics.

⁸ Twenty-seven companies offering individual AO coverage could provide relevant information; the remaining companies either were no longer offering coverage in Massachusetts in 2010 or provided incomplete information and were not included in the summary statistics.

⁹ Twenty-seven companies offering individual AO coverage could provide relevant information; the remaining companies either were no longer offering coverage nationally in 2008 or provided incomplete information and were not included in the summary statistics.

¹⁰ Twenty-seven companies offering individual AO coverage could provide relevant information; the remaining companies either were no longer offering coverage nationally in 2010 or provided incomplete information and were not included in the summary statistics.

B. Benefit Types

The following charts illustrate commonly sold benefit types¹¹ in Massachusetts¹² and nationally¹³ for individual accident-only plans:

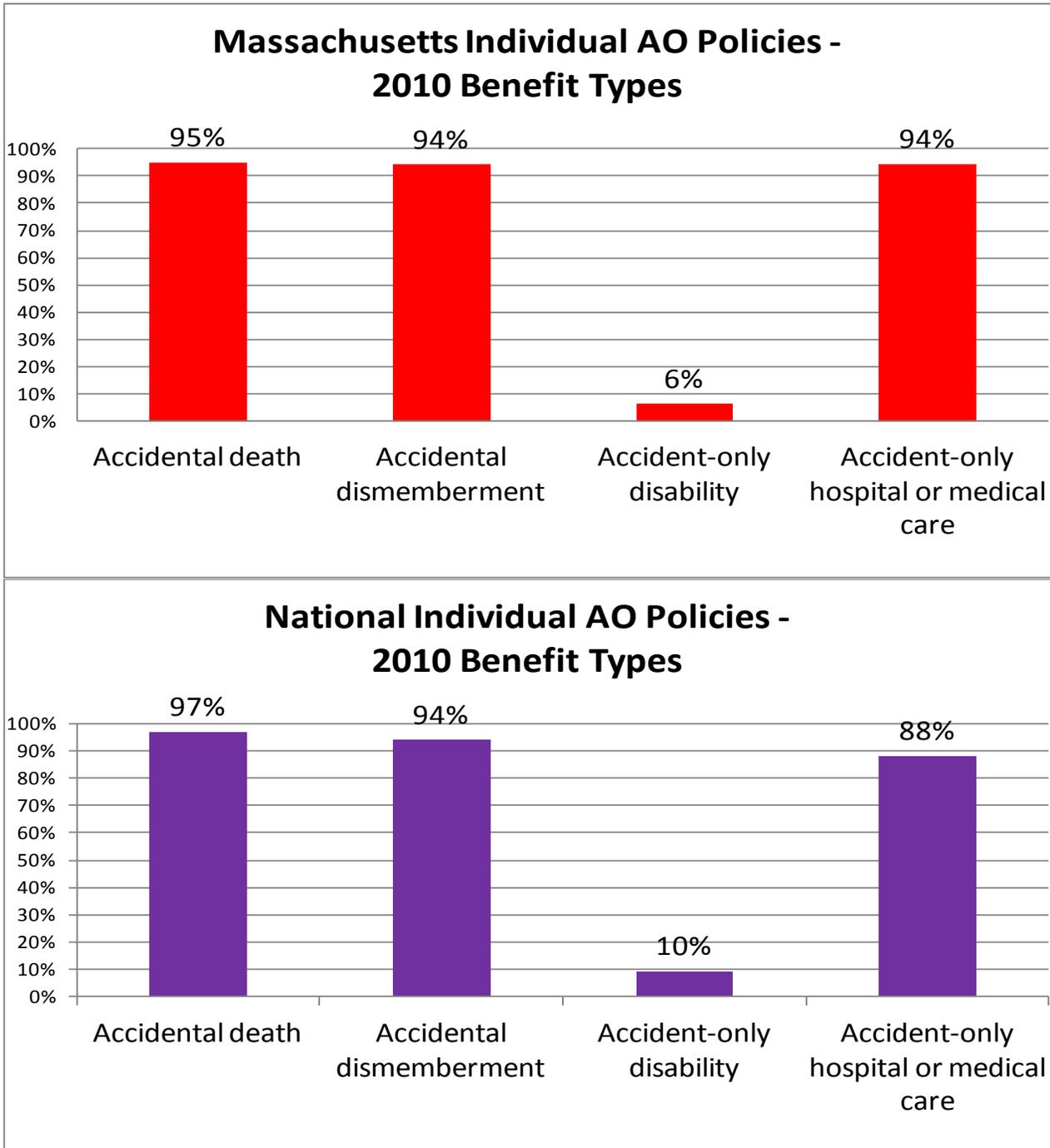


Exhibit 6

C. Inflation Protection Benefits

11 An accident-only policy can be categorized as having more than one benefit type, which results in total percentages exceeding 100% in the charts.
12 Thirteen companies could provide relevant information; the remaining companies were either no longer offering coverage in Massachusetts, or provided incomplete information and were not included in the summary statistic.
13 Thirteen companies could provide relevant information; the remaining companies were either no longer offering coverage nationally, or provided incomplete information and were not included in the summary statistic.

In Massachusetts, AO carriers may permit the insured to choose inflation protection, so that the covered amount will not be fixed and will keep pace with changes in the cost of living. However, no carriers reported offering or including inflation protection within AO coverage.

D. Average Premiums

AO premiums vary based upon the age of the individual when the policy is first bought and the level of benefits included in the coverage. In Massachusetts¹⁴ average annual premiums are lower than those of national¹⁵ plans for individual AO coverage.

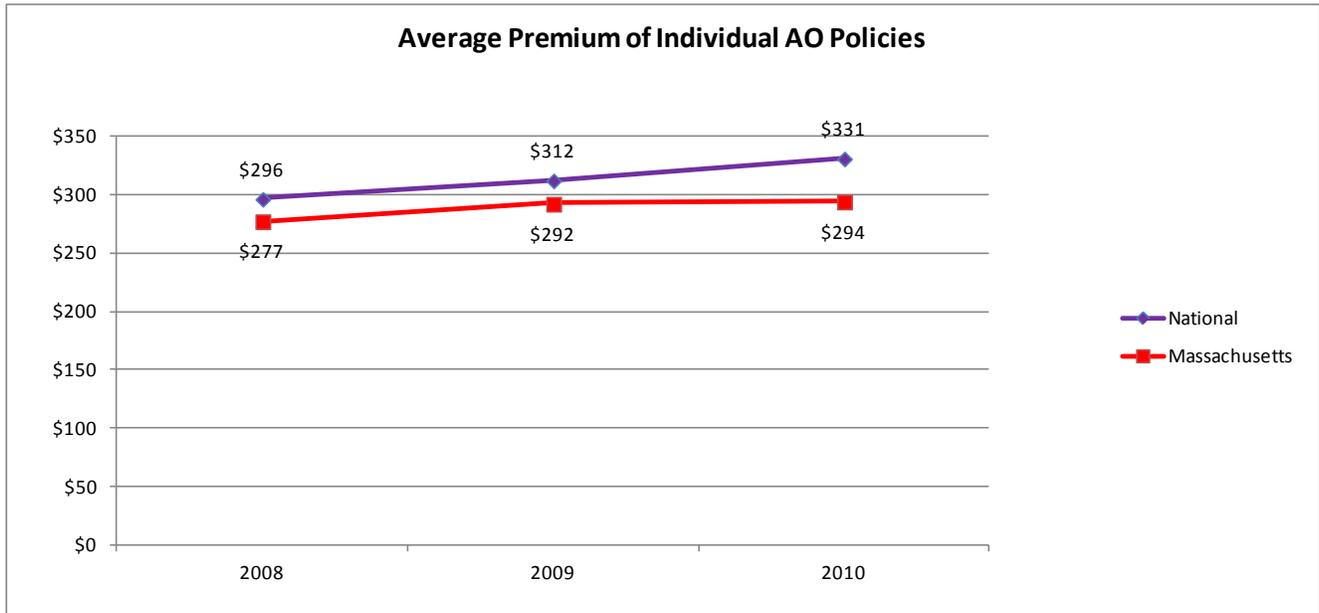


Exhibit 7

E. Elimination Period

14 Ten companies could provide relevant information; the remaining companies were either no longer offering coverage in Massachusetts, or provided incomplete information and were not included in the summary statistic.

15 Twelve companies could provide relevant information; the remaining companies were either no longer offering coverage nationally, or provided incomplete information and were not included in the summary statistic.

An elimination period is similar to a deductible; it is an obligation that must be met by the insured before the policy begins paying benefits. But where a deductible is a flat dollar amount, an elimination period is a set number of days. The following chart illustrates the percentage of policyholders who purchased coverage in Massachusetts in 2010 that include elimination periods for individuals.¹⁶

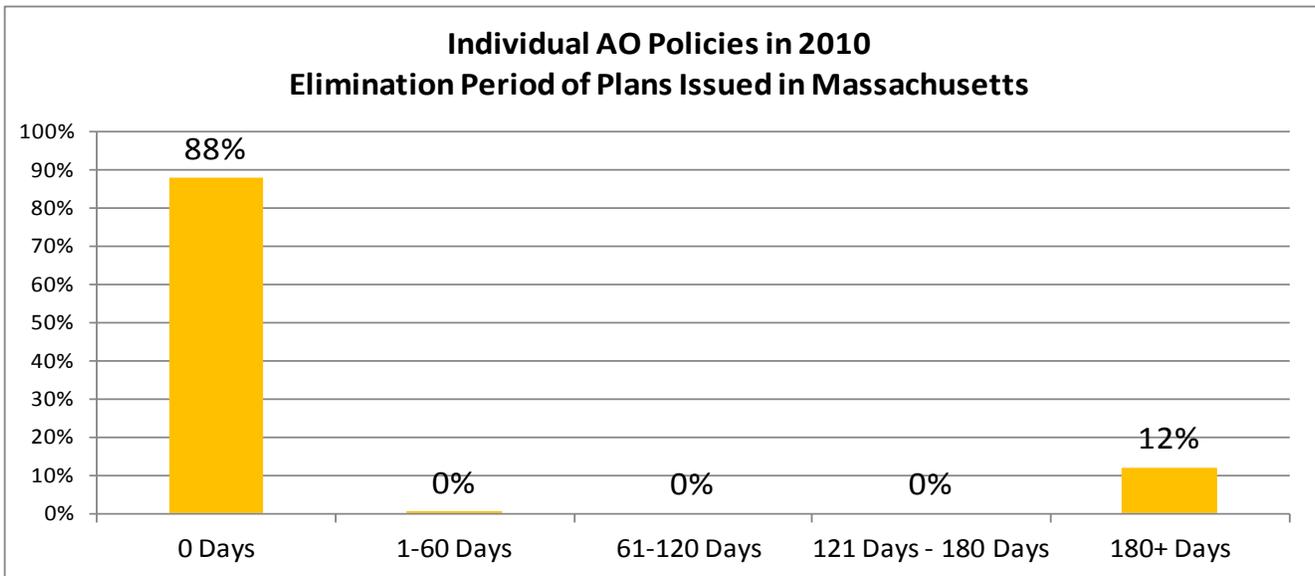


Exhibit 8

F. Exclusions

The following chart illustrates the number of carriers¹⁷ that report that their individual policies exclude coverage under the policy if the accident is triggered or caused by any of the listed exclusions.

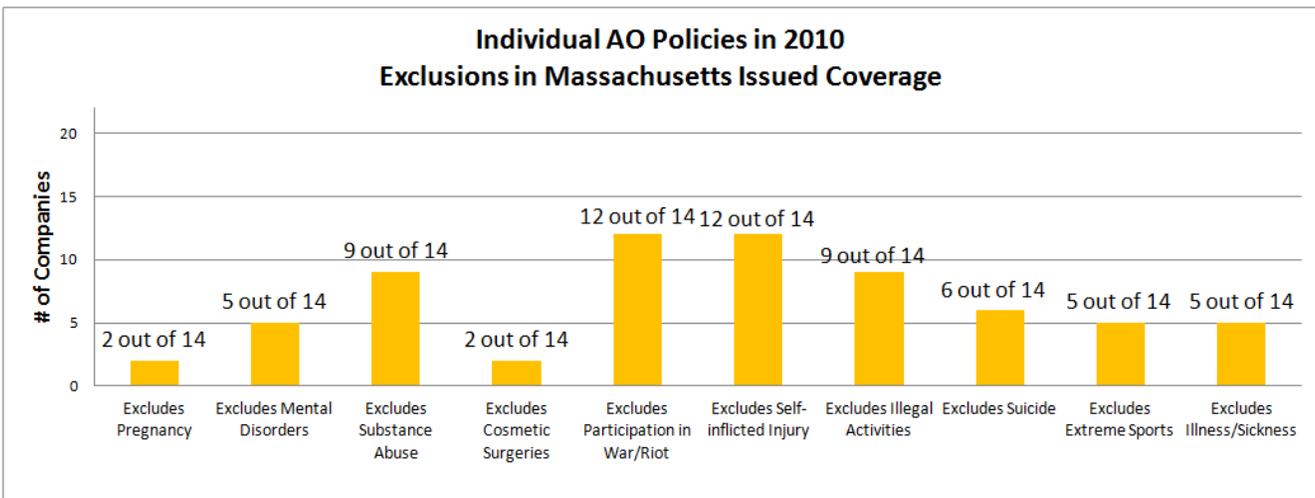


Exhibit 9

¹⁶ Eight companies could provide relevant information; the remaining companies were either no longer offering coverage, or they provided incomplete information and were not included in the summary statistic.

¹⁷ Fourteen companies could provide relevant information; the remaining companies were either no longer offering coverage, or they provided incomplete information and were not included in the summary statistic.

V. COVERAGE IN GROUP PLANS

A. Average Age of Insureds in Group Accident-Only Policies

For group AO plans, the average age of Massachusetts and national policyholders are similar.

- The average age of Massachusetts AO policyholders was **51.2** in 2008¹⁸ and **51.4** in 2010¹⁹.
- Nationally, the average age of AO policyholders was **49.7** in 2008²⁰ and **50.8** in 2010²¹.

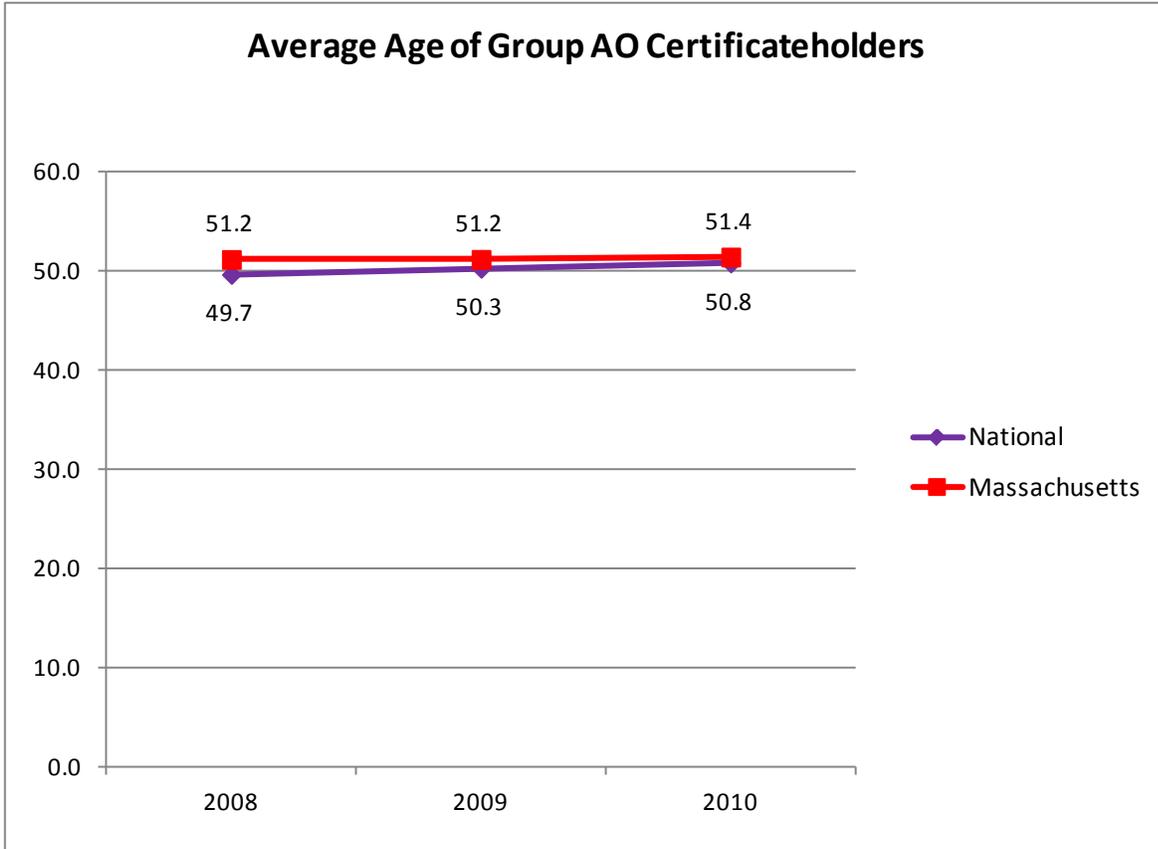


Exhibit 10

18 Fifteen companies could provide relevant information; the remaining companies either were no longer offering coverage in Massachusetts in 2008 or provided incomplete information and were not included in the summary statistics.

19 Fifteen companies could provide relevant information; the remaining companies either were no longer offering coverage in Massachusetts in 2010 or provided incomplete information and were not included in the summary statistics.

20 Sixteen companies could provide relevant information; the remaining companies either were no longer offering coverage nationally in 2008 or provided incomplete information and were not included in the summary statistics.

21 Sixteen companies could provide relevant information; the remaining companies either were no longer offering coverage nationally in 2010 or provided incomplete information and were not included in the summary statistics.

B. Benefit Types

Group AO plan benefits are generally elected by the employer sponsoring the plan, though they may be elected by individuals opting for employee-paid coverage under the plan. The following charts illustrate commonly sold benefit types²² in Massachusetts²³ and nationally²⁴ for AO coverage when sold through employment-based policies:

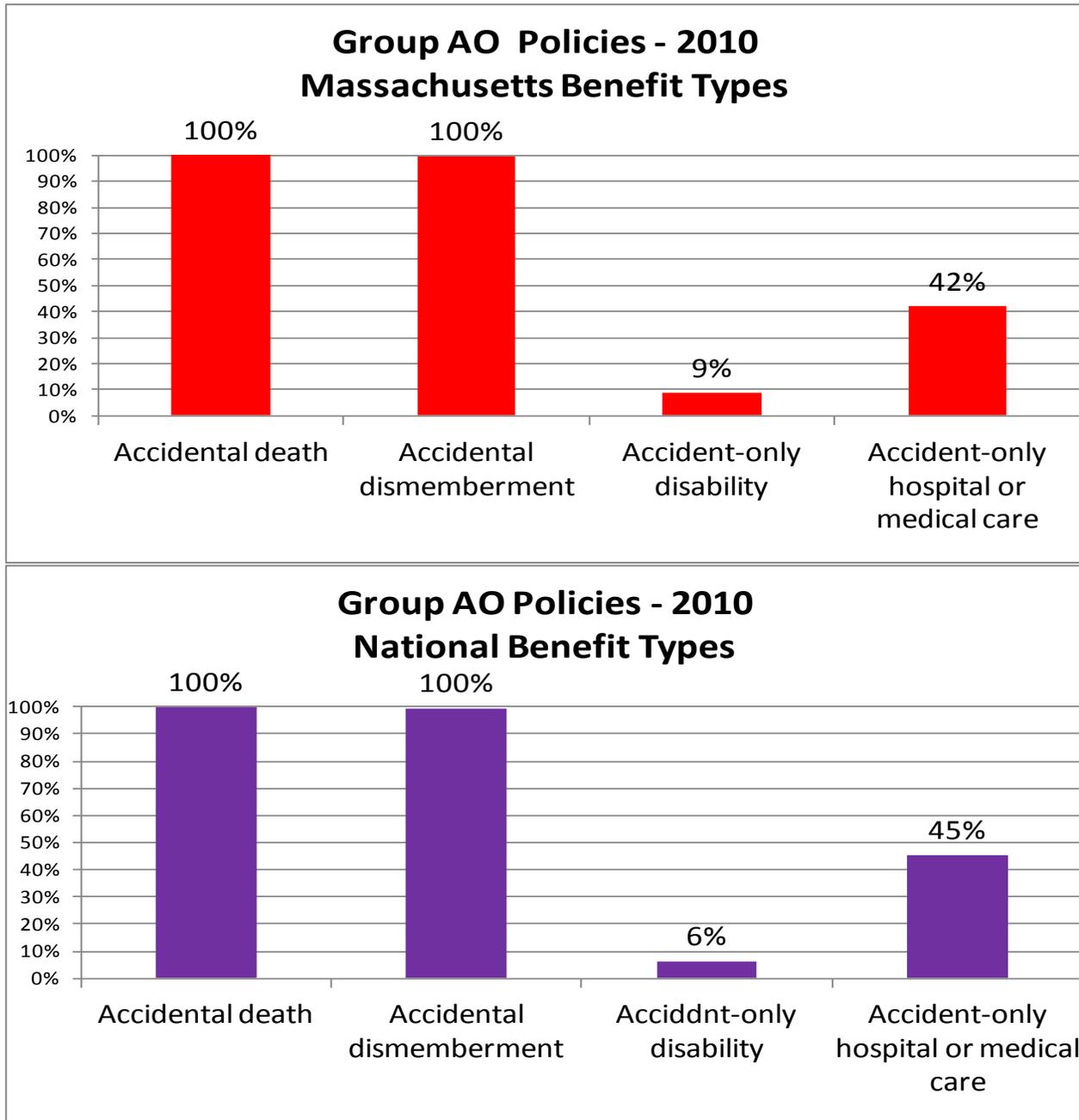


Exhibit 11

22 An accident-only policy can be categorized as having more than one benefit type, which results in total percentages exceeding 100% in the charts.

23 Twenty-one companies could provide relevant information; the remaining companies were either no longer offering coverage in Massachusetts, or provided incomplete information and were not included in the summary statistic.

24 Twenty-one companies could provide relevant information; the remaining companies were either no longer offering coverage nationally, or provided incomplete information and were not included in the summary statistic.

C. Inflation Protection Benefits

In Massachusetts, AO carriers may permit the insured to choose inflation protection, so that the covered amount will not be fixed and will keep pace with changes in the cost of living. However, no carriers reported offering or including inflation protection within AO coverage.

D. Average Premiums

Premiums vary based upon the ages of the individuals to be covered under the policy and the level of benefits included in the coverage. Group annual premiums for non-travel accident policies in Massachusetts^{25,26} are reported to be higher than similar coverage nationally.²⁷ The policies identified as travel accident policies are shown with zero dollars in premium because these policies are provided to members at no cost, as a benefit to signing up with an association or obtaining a certain service.

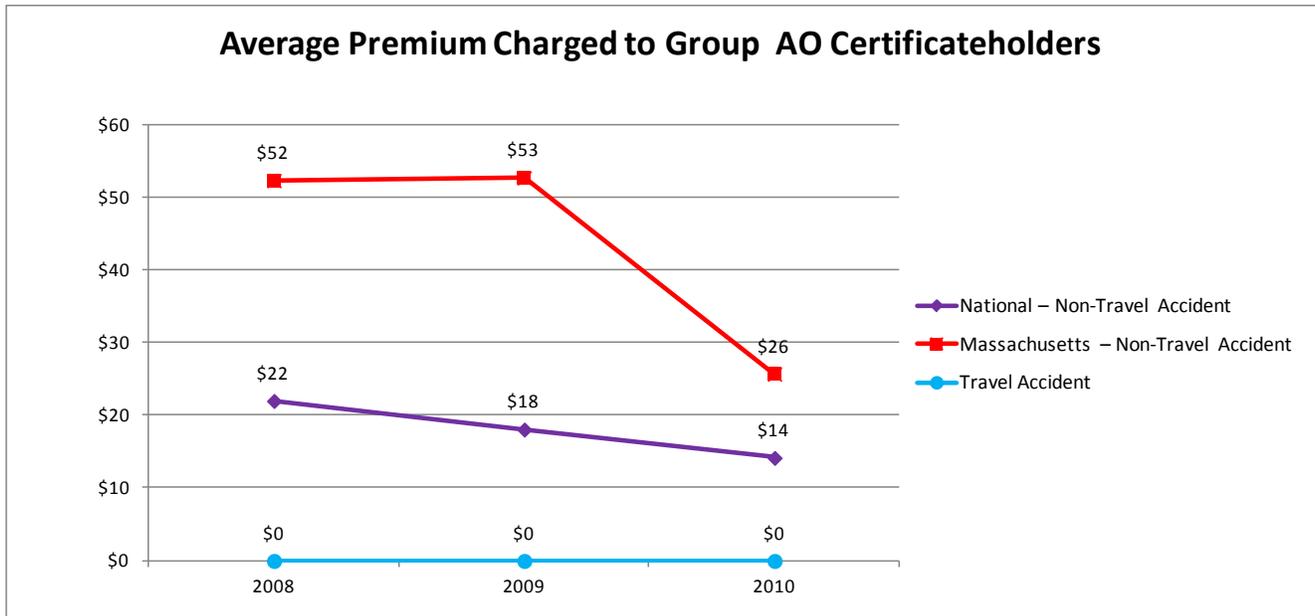


Exhibit 12

25 The average annual premium in Massachusetts shows a large decrease in 2010 because one company no longer insured an employment-based group in 2010 that had annual premium and coverage per policy that was substantially higher than a typical group accident-only policy.

26 Seventeen companies could provide relevant information; the remaining companies were either no longer offering coverage in Massachusetts, or provided incomplete information and were not included in the summary statistic.

27 Twenty companies could provide relevant information; the remaining companies were either no longer offering coverage nationally, or provided incomplete information and were not included in the summary statistic.

E. Elimination Period

An elimination period is similar to a deductible; it is an obligation that must be met by the insured before the policy begins paying benefits. But whereas a deductible is a flat dollar amount, an elimination period is a set number of days. The following chart illustrates the percentage of policyholders who purchased coverage in Massachusetts in 2010 that include elimination periods for groups.²⁸

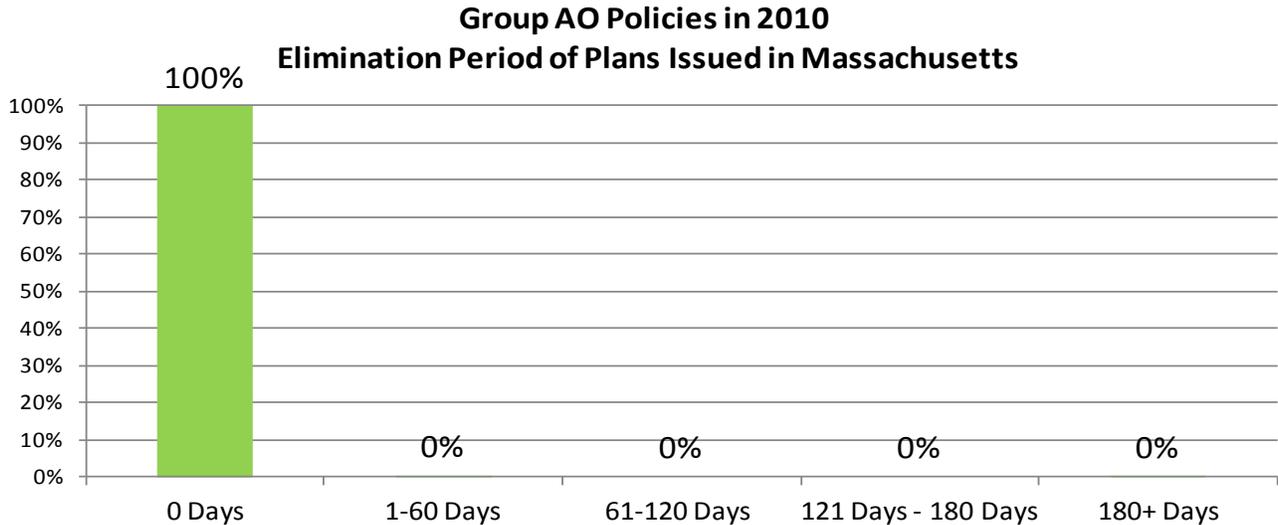


Exhibit 13

E. Exclusions

The following chart illustrates the number of carriers²⁹ that report that their group policies exclude coverage under the policy if the accident is triggered or caused by any of the listed exclusions.

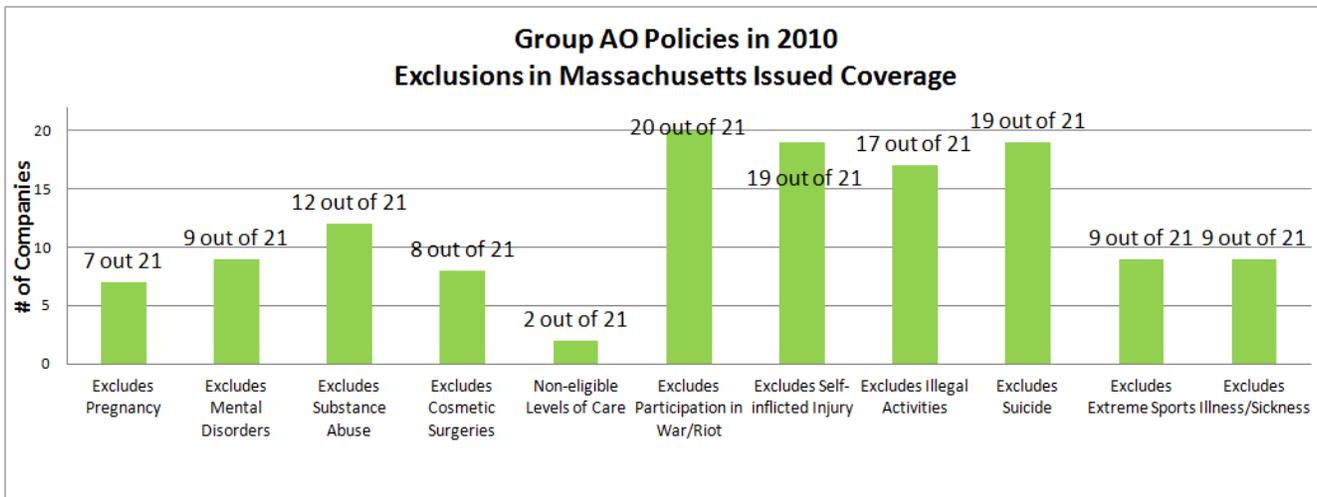


Exhibit 14

²⁸ Thirteen companies could provide relevant information; the remaining companies were either no longer offering coverage, or they provided incomplete information and were not included in the summary statistic.

²⁹ Twenty-one companies could provide the relevant information; the remaining companies were either no longer offering coverage, or they provided incomplete information and were not included in the summary statistic.

VI. ELIGIBILITY FOR BENEFITS

Benefits under an AO plan are dependent on the insured being diagnosed with a named condition that triggers the benefits in the policy. This section analyzes the definitions used in policies in force in Massachusetts accident-only policies. It also includes information on some of the typical limitations or exclusions of accident-only policies.

A. *Definitions of Accident*

The majority of accident-only policies purchased by individuals are considered “Accident-Only” policies with benefits provided only when an accidental injury has occurred to the insured. Benefits do not cover injury as a consequence of illness/disease. Sixteen carriers define “injury” or “accidental injury” as “bodily injury to the insured occurring through unforeseen circumstance and independent of sickness after the effective date and while insurance is in-force.” However, certain of the carriers have identified that they used the following alternatives when defining “injury” or “accidental injury” in the policy:

- Two carriers use the following definition: “a bodily injury caused directly by an accident, independent of sickness, disease, bodily infirmity, or any other cause, occurring on or after the effective date of coverage and while coverage is in force.”
- Two carriers use the following definition: “a sudden, unexpected and unforeseen, identifiable event producing at the time objective symptoms of an injury. The accident must occur while the insured is covered under this policy.”
- One carrier uses the following definition: “accidental bodily injury to a covered person as the result of an accident while coverage under this policy is in force which results: (a) in a loss of life or by dismemberment within 180 days after the date the injury is sustained; or (b) in expenses incurred for medical treatment within 90 days after the injury is sustained.”
- One carrier uses the following definition: “accidental bodily injury to a covered person [that occurs] while coverage under this certificate is in force and the injury is the direct cause of the [injury] independent of disease, bodily infirmity or any other cause which results: (1) in a loss of life or by dismemberment within 180 days after the date the injury is sustained; or (2) in expenses incurred for medical treatment within 90 days after the injury is sustained. All injuries sustained in any one accident and all complications and recurrences of complications are considered to be [part of the same] single injury.”
- One carrier uses the following definition: “bodily harm that occurs from an accident and results, directly and independently of all other causes of loss covered by the policy.”
- One carrier uses the following definition: "bodily harm that (a) the person sustains while this benefit is in force; and (b) is not the result of an illness."
- One carrier uses the following definition: “bodily harm or damage due to an accident that is not contributed to by disease, illness, infection, bodily infirmity or any other abnormal physical condition.”

B. *Pre-Existing Limitations*

In 2010, four out of the twenty-one reporting carriers in the group market included a pre-existing condition limitation - of either 6 or 12 months - in Massachusetts. One out of the fourteen reporting carriers in the individual market included a pre-existing condition limitation – of 2 years - in Massachusetts in 2010.

VII. MARKETING PRACTICES

All AO carriers operating in Massachusetts are required to comply with all relevant marketing and advertising requirements of the Massachusetts law and regulation.³⁰

A. Time in Market³¹

Many of the carriers that offer policies in the individual market indicate they have been marketing AO for more than twenty years. However, only about half of the carriers that offer policies in the group market indicate they have been marketing AO products in Massachusetts more than twenty years. Companies in both the group and individual markets started marketing AO as follows:

INDIVIDUAL MARKET

<u>Date</u>	<u>Companies</u>
Pre - 1986	15
1986 - 1989	1
1990 - 1992	1
1993 - 1996	1
1997 - 2000	3
2001 - 2010	7

GROUP MARKET

<u>Date</u>	<u>Companies</u>
Pre - 1986	10
1986 - 1989	0
1990 - 1992	0
1993 - 1996	0
1997 - 2000	3
2001 - 2010	8

B. States Where Marketed

Many of the companies' marketing accident-only insurance in Massachusetts offer the same products in many other states as well. The following chart illustrates within how many states each company operates:

<u>Individual</u>	<u>Group</u>	
9	11	Number of companies writing AO in all 50 states;
3	8	Number of companies writing AO in 40-49 states;
0	1	Number of companies writing AO in 26-39 states;
0	0	Number of companies writing AO in 11-25 states; and
2	1	Number of companies writing AO in 0-10 states.

C. Methods of Marketing Products

Among those marketing AO policies in 2010, companies used the following sales channels:

<u>Individual</u>	<u>Group</u>	
5	13	Number using producers for marketing;
4	1	Number using captive agents for marketing;
2	4	Number using direct marketing;
0	4	Number using brokers to market product; and
0	1	Number using worksite to market product.

³⁰ 211 CMR 40.00 ("Marketing of Insured Health Plans") outlines required standards that apply to the marketing of insured accident and sickness plans. Carriers also are subject to the requirements of M.G.L. c. 176D where appropriate.

³¹ Information is based on the earliest date that a carrier initially began marketing nationally or in Massachusetts.

D. Commission Levels

According to responding companies in 2010, initial commissions for Massachusetts individual³² plans ranged from 0% - 66% of the paid premium and the initial commissions for group³³ AO plans – including worksite-based plans - ranged from 5% - 75% of the paid premium. (Renewal commissions tended to be much lower than initial premiums.)

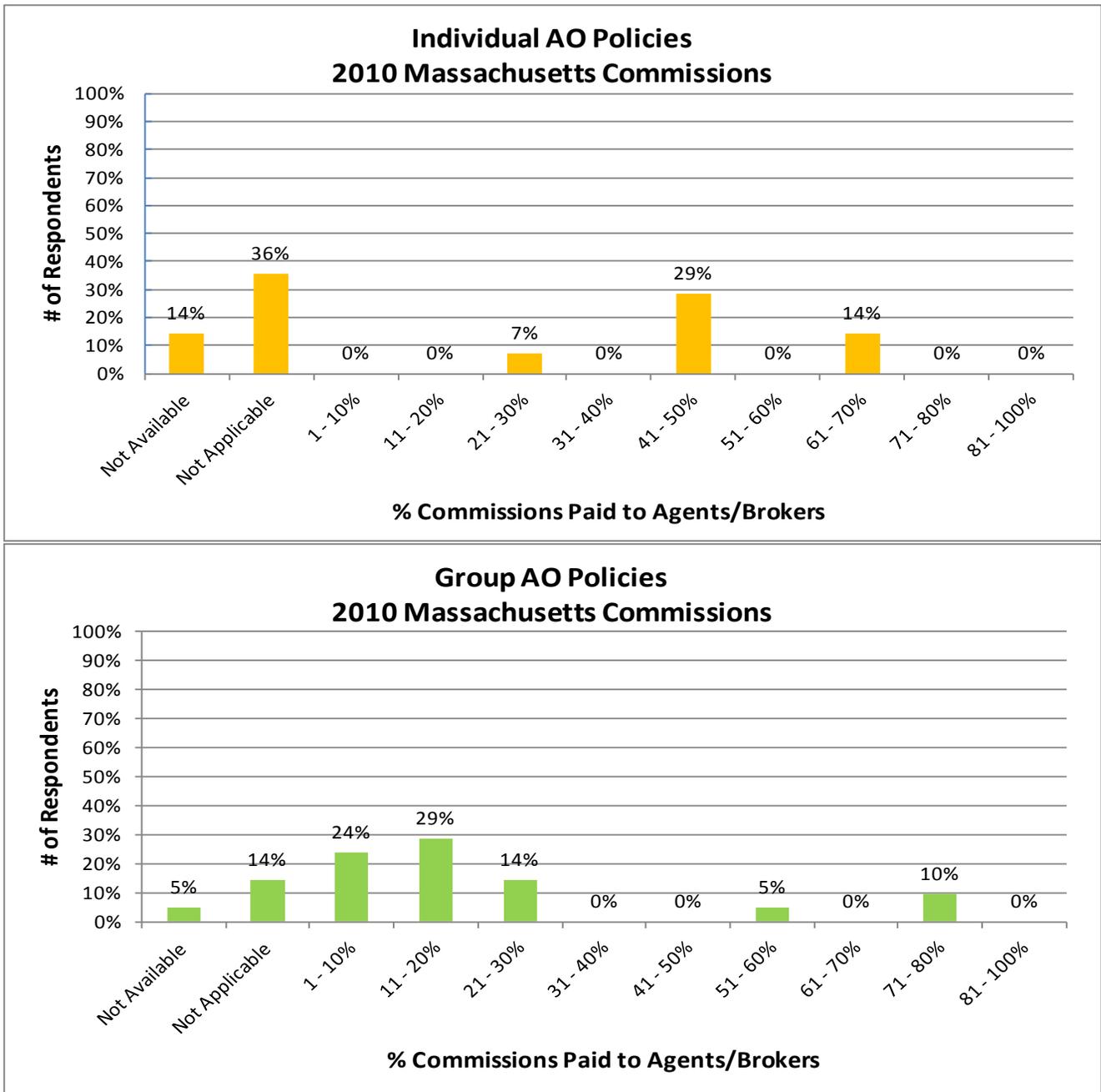


Exhibit 15

32 Fourteen companies responded to this question; the remaining companies were no longer offering coverage in Massachusetts in 2010, or they provided incomplete information and were not included in the summary statistic.

33 Twenty one companies responded to this question; the remaining companies were no longer offering coverage in Massachusetts in 2010, or they provided incomplete information and were not included in the summary statistic.

E. Offering Coverage Through Employers

Of the companies offering group³⁴ accident-only plans, eight companies offer coverage only through employment-based plans. Among the employment-sponsored plans, the group AO companies report that employers/unions have the following methods of paying the premium:³⁵

- Five companies reported that the employee pays all of the premium;
- Nine companies reported that the employer/union pays all of the premium;
- Four companies reported that a premium sharing arrangement exists; and
- Eight of the eighteen companies have a group conversion option for individuals when they leave the group.

34 Seventeen companies responded to this question; the remaining companies did not sell any group plans in 2010, or they provided incomplete information and were not included in the summary statistic.

35 Twelve companies responded to this question; the remaining companies provided insufficient data.

VIII. SUMMATION

A total of 3,630,487 Massachusetts residents were covered under AO insurance plans at year-end 2010; this is an increase of 63% above the 2,222,723 covered at year-end 2008. Only 3% of the covered lives have individual plans subject to Division regulations; the remaining 97% are in employment-sponsored or association plans that are not subject to the same requirements.

There is a wide gap in the level of benefits types, premium cost and average age of those covered under group plans compared to those covered under individual plans. AO coverage is marketed by various companies through many different channels.

APPENDIX A

GLOSSARY OF COMMON ACCIDENT-ONLY TERMINOLOGY

Conditionally Renewable Policy

Any insurance contract that affords the insured the right to continue the insurance coverage by timely payment of the premium and by satisfying certain conditions set forth in the policy.

Elimination Period

A type of deductible; the number of days the insured is disabled before insurance policy benefits begin to be paid. The longer the elimination (or deductible) period, the lower the premium may be.

Group Policy

A policy sold through an employment-based group, union or association that sponsors group plans as a benefit to their employees or members. Some insurers also sell group plans directly to individuals through out-of-state “group trust” arrangements. Individuals receive certificates of coverage from the group policy. These policies are not subject to most Massachusetts state insurance requirements. Employer, union, association and group trust plans may include protections required in individual plans but they are not required to do so under Massachusetts law. Group plans are subject to general laws and regulations governing group accident and sickness insurance.

Guaranteed Renewable Policy

An insurance contract that guarantees the insured’s right to continue the in-force insurance policy by timely payment of the premium. However, unlike a noncancelable policy, the insurance carrier reserves the right to change the premium rate of a guaranteed renewable policy, subject to regulatory approval.

Individual Policy

A policy sold directly by a company to an individual without requiring the individual to be a member of an employment-based group, association or special group insurance trust. These policies are usually sold by insurance agents but sometimes through direct mail or phone solicitations. Beginning with regulations promulgated December 31, 1996, individual accident-only plans offered on or after this date must meet certain minimum standards set by the Division of Insurance, including the following:

- Waiting periods are prohibited;
- All policies shall display prominently in letters at least 1/4” high on the first page of the policy the following: “This is an accident-only policy and it does not pay benefits in the event of sickness.”
- Policies shall be noncancelable for the life of the insured, without any right of the carrier to increase the premium rate;
- “Accident” or “accidental injury” must be defined to employ result language and may not include words used to establish an accidental means test or use words such as “external, violent or visible wounds” or similar words of description or characterization;
- Any definition of “disability” must make clear the time, if any, for which an insured must be disabled
- The policy must clearly express all limitations and elimination periods, including elimination periods affecting different levels and types of benefits.

Lapse

Termination of a policy when renewal premium is not paid.

Monthly Benefit

The amount of insurance benefit in dollars per month that a person chooses to buy for accident-only disability coverage.

Noncancelable Policy

An insurance contract that guarantees the insured's right to continue the in-force insurance policy by timely payment of the premium. It differs from a guaranteed renewable policy in that an insurance carrier has no right to change the premium rate of a noncancelable policy. Also known as a guaranteed rate policy.

Pre-existing Condition

An injury, disability or condition for which medical advice was given by, or treatment was recommended by or received from, a licensed health care provider within a specified period before coverage under the policy becomes effective.

Rider

Addition to the insurance policy that changes or adds to the provisions or coverage of the insurance policy.

Scheduled Benefit

The fixed dollar amount of insurance that a person receives, or chooses to buy, for a specific injury, condition, treatment or service covered in the policy.

Underwriting

The process of examining, accepting or rejecting insurance risks, and classifying those selected, in order to charge the proper premium for each.

Waiting Period

The number of days following issuance of the policy before coverage becomes effective.

Waiver of Premium

A provision in an insurance policy that relieves the insured of paying the premiums while receiving benefits.

**MASSACHUSETTS DIVISON OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

ACCIDENT-ONLY INSURANCE SURVEY REPORTING FOR 1/1/2008 THROUGH 12/31/2010

Name of Carrier: <Insert Company Name here>
 NAIC#: <Insert NAIC# here>
 Contact/Title: <Insert Contact/Title>
 Address: <Insert Address here>
 Telephone: <Insert Telephone Number here>
 FAX: <Insert FAX Number here>
 E-Mail Address: <Insert E-Mail Address here>
 Original File Date: <Insert original filing date here>
 Revision Date (if applicable): <Insert revision date(s) to filing here>

Instructions:

- * IF YOUR COMPANY INSURES MASSACHUSETTS RESIDENTS IN INDIVIDUAL AND GROUP ACCIDENT-ONLY INSURANCE POLICIES PLEASE SUBMIT ONE RESPONSE FOR INDIVIDUAL AND ONE FOR GROUP BUSINESS. PLEASE NOTE THAT POLICIES ISSUED TO PERSONS OR GROUPS OUT-OF-STATE AND ANY CERTIFICATES ISSUED THEREUNDER SHOULD NOT BE COUNTED. AS MASSACHUSETTS DATA.
- * IF YOUR COMPANY INSURED FEWER THAN 100 INDIVIDUAL MASSACHUSETTS POLICYHOLDERS OR 100 MASSACHUSETTS GROUP CERTIFICATEHOLDERS, PLEASE ONLY COMPLETE PART A OF THE SURVEY.
- * PLEASE COMPLETE THE SURVEY IF YOUR COMPANY HAD MASSACHUSETTS BUSINESS IN FORCE DURING ANY OF THE REPORTING REPORTING PERIOD, INCLUDING CLOSED BLOCKS OF BUSINESS. FOR CLOSED BLOCKS, MANY OF THE SURVEY QUESTIONS MAY BE ANSWERED AS "N/A". AGAIN, PLEASE NOTE THAT POLICIES ISSUED TO PERSONS OR GROUPS OUT-OF-STATE AND ANY CERTIFICATES ISSUED THEREUNDER SHOULD NOT BE COUNTED AS MASSACHUSETTS DATA.
- * ALL NOTATIONS IN THE SURVEY OF "POLICY" OR "CERTIFICATE" SHALL INCLUDE RIDERS OFFERING ACCIDENT-ONLY INSURANCE COVERAGE. PLEASE NOTE THAT ACCIDENTAL DEATH BENEFITS SUBJECT TO M.G.L. CHAPTER 175, SECTION 24 ARE NOT CONSIDERED ACCIDENT-ONLY INSURANCE IN MASSACHUSETTS.
- * PLEASE INCLUDE ALL ACCIDENT-ONLY INSURANCE PRODUCTS YOUR COMPANY OFFERS IN ITS RESPONSE. PLEASE NOTE THAT ACCIDENT-ONLY INSURANCE INCLUDES COVERAGE, SINGLY OR IN COMBINATION, FOR DEATH, DISMEMBERMENT, DISABILITY, HOSPITAL CARE AND MEDICAL CARE RESULTING FROM AN ACCIDENT ONLY.

The responses to this questionnaire pertain to:	Place a checkmark (✓) next to the applicable type of business.
1. GROUP business	
2. INDIVIDUAL business	

If your company is selling an administrative services only product to a self-funded plan, please check here. _____
 (Please do not include information on this questionnaire about such administrative services only to a self-funded plan product.)

PLEASE RETURN BY NO LATER THAN TUESDAY, NOVEMBER 1, 2011.

By e-mail: HCABSURVEYS@STATE.MA.US

THE STATEMENTS AND ANY ATTACHMENTS AND ENCLOSURES ACCOMPANYING THIS REPORT REPRESENT MY ORGANIZATION'S PARTICIPATION IN THE ACCIDENT-ONLY INSURANCE MARKET.

 Print Name and Title

 Signature

 Date

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.

1a) What year did your company begin marketing accident-only insurance products?

Nationally: _____

Massachusetts: _____

1b) If your company did but no longer markets accident-only insurance, in what year did your company cease marketing these products?

Nationally: _____

Massachusetts: _____

NATIONAL

2a) **Nationally**, what is the total number of accident-only insurance policies/certificates that your company had in force as of December 31 in each of the following calendar years:

2008	2009	2010

2b) **Nationally**, what was the **average age** of persons covered by your company's accident-only coverage in each of the following years?

2008	2009	2010

3a) **Nationally**, how many accident-only policies/certificates were **initially issued** during each of the following calendar years:

2008	2009	2010

3b) **Nationally**, what **percentage** of accident-only policies/certificates were issued **within the following age ranges** during each of the following years?

	2008	2009	2010
< 40			
40 - 49			
50 - 55			
56 - 60			
> 60			

3c) **Nationally**, what was the **average age** of persons whose accident-only coverage was initially issued during each of the following years:

2008	2009	2010

3d) **Nationally**, how many accident-only policies/certificates that were **initially issued** during each of the following calendar years were **still in force** at the end of the same year:

2008	2009	2010

4) Please complete the following table regarding actual earned premium, actual incurred claims, and actual loss ratio incurred to premium earned percentage for the following years:

Actual earned premium
Actual incurred claims
Ratio (expressed in %) of actual losses incurred to premiums earned

	2008	2009	2010

MASSACHUSETTS

5a) **In Massachusetts**, what is the total number of accident-only insurance policies/certificates that your company had in force as of December 31 in each of the following calendar years:

2008	2009	2010

5b) **In Massachusetts**, what was the **average age** of persons covered by your company's accident-only plans in each of the following years:

2008	2009	2010

6a) **In Massachusetts**, how many accident-only policies/certificates were **initially issued** during each of the following calendar years:

2008	2009	2010

6b) **In Massachusetts**, what **percentage** of accident-only policies/certificates were issued **within the following age ranges** during each of the following years?

	2008	2009	2010
< 40			
40 - 49			
50 - 55			
56 - 60			
> 60			

6c) **In Massachusetts**, what was the **average age** of persons whose accident-only coverage was initially issued during each of the following years:

2008	2009	2010

6d) **In Massachusetts**, how many accident-only policies/certificates that were **initially issued** during each of the following calendar years were **still in force** at the end of the same year:

2008	2009	2010

7) Please complete the following table regarding actual earned premium, actual incurred claims, and actual loss ratio incurred to premium earned percentage for the following years:

Actual earned premium
Actual incurred claims
Ratio (expressed in %) of actual losses incurred to premiums earned

	2008	2009	2010

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

- 1) Does your company provide guidelines to agents related to the marketing of individual and group accident-only insurance products to potential customers?

YES	NO

If yes, please describe these guidelines and the steps your company takes to encourage agents to comply with them.

Are the guidelines for Massachusetts the same for all other areas in which your company markets accident-only products? If not, please describe any differences in the marketing guidelines for Massachusetts.

- 2) **Nationally**, indicate the methods by which your company markets accident-only insurance and the percentage of premium written through each of the following:

	checkmark (✓)	Percent (%)
associations		
producers		
captive agents		
direct marketing		
other (List)		

- 3) In **Massachusetts**, indicate the methods by which your company markets accident-only insurance and the percentage of premium written through each of the following:

	checkmark (✓)	Percent (%)
associations		
producers		
captive agents		
direct marketing		
other (List)		

- 4) Please indicate **by year** the **average income** of applicants that purchase (newly issued policies) your accident-only insurance product.

	2008	2009	2010
Average Income			

- 5) What is the **average first year commission** paid to an agent or broker for a new accident-only policy in **Massachusetts** expressed as a **percentage of gross premium (ie., 10% of gross premium)?**

--

- 6) Please identify when (i.e., time of policy proposal, upon delivery of policy, time of proposal and upon delivery etc.) the following materials are provided to an applicant/policyholder in Massachusetts:

Policy Disclosure Form	
Outline of Coverage	
Copy of Application	
Inflation Adjustment Benefit Information	
Return of Premium Benefit Information	
Home Health Care Benefit Information	
Policy and Riders	

**MASSACHUSETTS DIVISON OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

ACCIDENT-ONLY INSURANCE SURVEY REPORTING FOR 1/1/2008 THROUGH 12/31/2010

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Instructions:

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- * PLEASE COMPLETE THE SURVEY IF YOUR COMPANY HAD MASSACHUSETTS BUSINESS IN FORCE DURING ANY OF THE REPORTING REPORTING PERIOD, INCLUDING CLOSED BLOCKS OF BUSINESS. FOR CLOSED BLOCKS, MANY OF THE SURVEY QUESTIONS MAY BE ANSWERED AS "N/A". AGAIN, PLEASE NOTE THAT POLICIES ISSUED TO PERSONS OR GROUPS OUT-OF-STATE AND ANY CERTIFICATES ISSUED THEREUNDER SHOULD NOT BE COUNTED AS MASSACHUSETTS DATA.
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The responses to this questionnaire pertain to:	Place a checkmark (✓) next to the applicable type of business.
1. GROUP business	
2. INDIVIDUAL business	

If your company is selling an administrative services only product to a self-funded plan, please check here. _____
 (Please do not include information on this questionnaire about such administrative services only to a self-funded plan product.)

PLEASE RETURN BY NO LATER THAN MONDAY, JANUARY 2, 2012.

By e-mail: HCABSurveys@state.ma.us

THE STATEMENTS AND ANY ATTACHMENTS AND ENCLOSURES ACCOMPANYING THIS REPORT REPRESENT MY ORGANIZATION'S PARTICIPATION IN THE ACCIDENT-ONLY INSURANCE MARKET.

 Print Name and Title

 Signature

 Date

MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE
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FOR DIVISION OF INSURANCE USE ONLY:

<Insert Company Name here>

<Insert original filing date here>

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

1) Does your company presently market (i.e., advertise and/or issue) accident-only insurance?

YES	NO

2) In how many jurisdictions does your company market (i.e., advertise and/or issue) accident-only insurance? [Insert #]

<Insert # >

3) Does your company offer accident-only benefits only as part of a stand-alone accident-only policy?

YES	NO

3a) If not, do you offer accident-only benefits as a rider to or component of one of the following types of policies:

disability income		term life	
specified disease		whole life	
hospital confinement indemnity			
long-term care		Other (List)	
dental or vision			
universal life			

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

- 1) Does your company provide guidelines to agents related to the marketing of individual and group accident-only insurance products to potential customers?

YES	NO

If yes, please describe these guidelines and the steps your company takes to encourage agents to comply with them.

Are the guidelines for Massachusetts the same for all other areas in which your company markets accident-only products? If not, please describe any differences in the marketing guidelines for Massachusetts.

- 2) **Nationally**, indicate the methods by which your company markets accident-only insurance and the percentage of premium written through each of the following:

	checkmark (✓)	Percent (%)
associations		
producers		
captive agents		
direct marketing		
other (List)		

- 3) In **Massachusetts**, indicate the methods by which your company markets accident-only insurance and the percentage of premium written through each of the following:

	checkmark (✓)	Percent (%)
associations		
producers		
captive agents		
direct marketing		
other (List)		

- 4) Please indicate **by year** the **average income** of applicants that purchase (newly issued policies) your accident-only insurance product.

	2008	2009	2010
Average Income			

- 5) What is the **average first year commission** paid to an agent or broker for a new accident-only policy in **Massachusetts** expressed as a **percentage of gross premium (ie., 10% of gross premium)?**

--

- 6) Please identify when (i.e., time of policy proposal, upon delivery of policy, time of proposal and upon delivery etc.) the following materials are provided to an applicant/policyholder in Massachusetts:

Policy Disclosure Form	
Outline of Coverage	
Copy of Application	
Inflation Adjustment Benefit Information	
Return of Premium Benefit Information	
Home Health Care Benefit Information	
Policy and Riders	

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

NATIONAL

1) Does your company use the term "accident," "injury" or "accidental injury" within its accident-only policies/certificates to describe the condition which triggers benefits?

YES	NO

1a) If YES, is "injury" defined separately from "accident"?

YES	NO

2) If YES, please explain how the term is defined within these policies/certificates if different from "bodily injury to the insured occurring through unforeseen circumstance and independent of sickness after the effective date and while insurance is in-force."

3) Does your company define the word "sickness" within these policies/certificates?

YES	NO

3a) If YES, please explain how the term is defined if different from "a sickness or disease of an insured person."

MASSACHUSETTS

4) Does your company use the term "accident," "injury" or "accidental injury" within its accident-only policies/certificates to describe the condition which triggers benefits?

YES	NO

4a) If YES, is "injury" defined separately from "accident"?

YES	NO

5) If YES, please explain how the term is defined within these policies/certificates if different from "bodily injury to the insured occurring through unforeseen circumstance and independent of sickness after the effective date and while insurance is in-force."

6) Does your company define the word "sickness" within these policies/certificates?

YES	NO

6a) If YES, please explain how the term is defined if different from "a sickness or disease of an insured person."

**MASSACHUSETTS DIVISON OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

NATIONAL

1) **Nationally**, what proportion of accident-only policy/certificates provided the following benefits, either singly or in combination?

	2008	2009	2010
Accidental death			
Accidental dismemberment			
Acciddnt-only disability			
Accident-only hospital or medical care			

MASSACHUSETTS

2) In **Massachusetts**, what proportion of accident-only policy/certificates provided the following benefits, either singly or in combination?

	2008	2009	2010
Accidental death			
Accidental dismemberment			
Acciddnt-only disability			
Accident-only hospital or medical care			

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

1) Does your company issue accident-only policies/certificates in **Massachusetts** with a pre-existing condition limitation? [checkmark (√)]

YES NO

--	--

If yes, please identify the maximum limitation period from the date of issue of these policies/certificates.

<insert max.>

2) Identify whether your company's standard policy language expressly limits or excludes disabilities arising from the following conditions:

- * pregnancy
- * mental disorders
- * substance abuse
- * cosmetic surgeries or treatments
- * non-eligible levels of care

Other common exclusions:

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.

NATIONAL

- 1) Has your company issued an accident-only policy/certificate **Nationally** that requires the policyholder to satisfy only one elimination period during the policy's lifetime, where "elimination period" is the period of time before benefits begin to be payable?

YES	NO

If yes, is your company still issuing such a plan?

YES	NO

- 2) What **percentage** of policyholders/certificateholders **Nationally** purchased accident-only coverage (based on issue age) with the following elimination periods? (If an elimination period is **available but not purchased**, please indicate with "NP.")

	2008	2009	2010
0 days			
1-60 days			
61-120 days			
121-180 days			
181+ days			

(Each column should reflect 100%) 0.0% 0.0% 0.0%

MASSACHUSETTS

- 3) Has your company issued an accident-only policy/certificate **in Massachusetts** that requires the policyholder to satisfy only one elimination period during the policy's lifetime, where "elimination period" is the period of time before benefits begin to be payable?

YES	NO

If yes, is your company still issuing such a plan?

YES	NO

If currently offered in **Massachusetts**, please identify the form number issued to Massachusetts policyholders/certificateholders.

- 4) What **percentage** of policyholders/certificateholders **in Massachusetts** purchased accident-only coverage (based on issue age) with the following elimination periods? (If an elimination period is **available but not purchased**, please indicate with "NP.")

	2008	2009	2010
0 days			
1-60 days			
61-120 days			
121-180 days			
181+ days			

(Each column should reflect 100%) 0.0% 0.0% 0.0%

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.

NATIONAL

1) What percentage of policyholders/certificateholders purchased inflation protection, by type of protection, **Nationally**? Please provide the responses to this question as a percentage of accident-only policies initially issued during 2008, 2009 and 2010.

	2008	2009	2010
No inflation protection			
3% simple interest			
5% simple interest			
10% simple interest			
CPI Increase			
3% compound interest			
5% compound interest			
10% compound interest			
Guar Future Purch Option			
Other (please specify)			

2) What is the **average cost** (dollar amount) of each of the inflation protection provisions purchased by policyholders **Nationally** in 2008, 2009 and 2010?

	2007	2009	2010
3% simple interest			
5% simple interest			
10% simple interest			
CPI Increase			
3% compound interest			
5% compound interest			
10% compound interest			
Other (please specify)			

MASSACHUSETTS

3) What percentage of policyholders/certificateholders purchased inflation protection, by type of protection, **in Massachusetts**? Please provide the responses to this question as a percentage of accident-only policies initially issued during 2008, 2009 and 2010.

	2008	2009	2010
No inflation protection			
3% simple interest			
5% simple interest			
10% simple interest			
CPI Increase			
3% compound interest			
5% compound interest			
10% compound interest			
Guar Future Purch Option			
Other (please specify)			

4) What is the **average cost** (dollar amount) of each of the inflation protection provisions purchased by **Massachusetts** policyholders in 2008, 2009 and 2010?

	2008	2009	2010
3% simple interest			
5% simple interest			
10% simple interest			
CPI Increase			
3% compound interest			
5% compound interest			
10% compound interest			
Other (please specify)			

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

NATIONAL

- 1) When offering products **Nationally**, does your company offer return of premium benefits with accident-only policies/certificates?

YES	NO
<input style="width:90%;" type="text"/>	<input style="width:90%;" type="text"/>

If yes, please complete the tables below by year and describe the return of premium benefits offered, the percentage of policyholders/certificateholders who purchased the return of premium benefits, and the average cost of the benefit.

Return of Premium type (LIST)

- 1
2
3

2008	2009	2010
% purchased	% purchased	% purchased

- 2) What **percentage** of your **group** policies sold **Nationally** in 2008, 2009 and 2010 require return of premium benefits?

2008	2009	2010
<input style="width:90%;" type="text"/>	<input style="width:90%;" type="text"/>	<input style="width:90%;" type="text"/>

MASSACHUSETTS

- 3) In **Massachusetts**, does your company offer all the above-noted return of premium benefits in its accident-only insurance policies? If not, please identify which are **not offered in Massachusetts**.

YES	NO
<input style="width:90%;" type="text"/>	<input style="width:90%;" type="text"/>

	NOT offered in MA 2008	NOT offered in MA 2009	NOT offered in MA 2010
Return of Premium type (LIST)			

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.

NATIONAL

- 1) What was the **average annual premium** paid, **Nationally**, in 2008, 2009 and 2010 for accident-only policies/certificates issued in 2008, 2009 and 2010? Please complete the following table:

POLICY YEAR	Of policies/certificates sold in 2008 identify the average annual premium in 2008	Of policies/certificates sold in 2008 identify the average annual premium in 2009	Of policies/certificates sold in 2008 identify the average annual premium in 2010
2008			

POLICY YEAR	Of policies/certificates sold in 2009 identify the average annual premium in 2009	Of policies/certificates sold in 2009 identify the average annual premium in 2010
2009		

POLICY YEAR	Of policies/certificates sold in 2010 identify the average annual premium in 2010
2010	

- 2) What **percentage** of your **National** accident-only insurance policies sold by year are single premium or noncancelable?

Year Sold	Percentage
2008	
2009	
2010	

- 3) What **percentage** of your **National** single premium or noncancelable accident-only insurance policy/certificates had claims within the following months of purchase?

	2008	2009	2010
< 12 months:			
12 - 24 months:			na
none before death of policyholder:			

MASSACHUSETTS

- 4) What was the **average annual premium** paid, in **Massachusetts**, in 2008, 2009 and 2010 for accident-only policies/certificates issued in 2008, 2009 and 2010? Please complete the following table:

POLICY YEAR	Of policies/certificates sold in 2008 identify the average annual premium in 2008	Of policies/certificates sold in 2008 identify the average annual premium in 2009	Of policies/certificates sold in 2008 identify the average annual premium in 2010
2008			

POLICY YEAR	Of policies/certificates sold in 2009 identify the average annual premium in 2009	Of policies/certificates sold in 2009 identify the average annual premium in 2010
2009		

POLICY YEAR	Of policies/certificates sold in 2010 identify the average annual premium in 2010
2010	

- 5) What **percentage** of your **Massachusetts** accident-only insurance policies are single premium or noncancelable?

Year Sold	Percentage
2008	
2009	
2010	

- 6) What **percentage** of your **Massachusetts** single premium or noncancelable accident-only insurance policies/certificates had claims within the following months of purchase?

	2007	2008	2010
< 12 months:			
12 - 24 months:			na
none before death of policyholder:			

**MASSACHUSETTS DIVISION OF INSURANCE
2010 ACCIDENT-ONLY INSURANCE QUESTIONNAIRE**

<Insert Company Name here>

*****Please note: If your company is not able to answer any of the questions below, please explain specifically why you cannot do so. In addition, please use this space for further explanation of any answer to any question you deem necessary.*****

MASSACHUSETTS

1) In **Massachusetts**, what **percentage** of group accident-only policies issued in 2010 were sold through entities other than employers or labor unions?
If applicable, please list those other entities (i.e., associations, trusts, student groups, etc.):

2) In **Massachusetts**, what **percentage** of group accident-only policies issued in 2010 were issued through entities (e.g., agents and brokers) that receive a commission or other remuneration for selling insurance?

3) In **Massachusetts**, what **percentage** of group accident-only policies issued in 2010 have a group conversion option for individuals when they leave the group?

4) In **Massachusetts**, what **percentage** of group accident-only policies issued in 2010 contain a reinstatement provision?

5) What are the terms of the reinstatement provision?

6) What **percentage** of group accident-only policies issued in **Massachusetts** in 2010 allow for post-claims underwriting?

7) What **percentage** of group accident-only policies issued in **Massachusetts** in 2010 have the following employer/union and employee contributions towards premium?

Employee pays all of premium	<input type="text"/>
Employer/union pay all premium	<input type="text"/>
Premium sharing arrangement	<input type="text"/>

8) What is the **average percentage** of the total premium, for group accident-only policies issued in **Massachusetts** in 2010, that is paid by the employer and the percentage that is paid by the employee?

paid by employer	<input type="text"/>
paid by employee	<input type="text"/>

APPENDIX D – LIST OF CARRIERS RESPONDING TO THE SURVEY

INDIVIDUAL SURVEY

American Family Life Assurance Company of Columbus
American Family Life Assurance Company of New York
American Fidelity Assurance Company
American General Life Insurance Company
American General Life Insurance Company of Delaware
American Heritage Life Insurance Company
American Income Life Insurance Company
Axis Insurance Company
Boston Mutual Life Insurance Company
Colonial Life and Accident Insurance Company
Colorado Bankers Life Insurance Company
Combined Insurance Company of America
Globe Life and Accident Insurance Company
Jefferson National Life Insurance Company
The Lincoln National Life Insurance Company
Metropolitan Life Insurance Company
Monumental Life Insurance Company
Mutual of Omaha Insurance Company
National Union Fire Insurance Company of Pittsburgh, Pa.
Paul Revere Life Insurance Company
The Penn Mutual Life Insurance Company
Provident Life and Accident Insurance Company
Starmount Life Insurance Company
Transamerica Financial Life Insurance Company
Transamerica Life Insurance Company
The Union Labor Life Insurance Company
United States Life Insurance Company in the City of New York
United Teacher Associates Insurance Company

GROUP SURVEY

ACE American Insurance Company
American Bankers Life Assurance Company of Florida
American General Assurance Company
American General Life Insurance Company of Delaware
American Heritage Life Insurance Company
American Income Life Insurance Company
American Sentinel Insurance Company
AMEX Assurance Company
Anthem Life Insurance Company
Boston Mutual Life Insurance Company
Capitol Indemnity Corporation
Continental American Insurance Company
Federal Insurance Company
Gerber Life Insurance Company
Harleysville Life Insurance Company
The Lincoln National Life Insurance Company

APPENDIX D – LIST OF CARRIERS RESPONDING TO THE SURVEY

Minnesota Life Insurance Company
National Casualty Company
National Union Fire Insurance Company of Pittsburgh, Pa.
Nationwide Life Insurance Company
Presidential Life Insurance Company
Sentry Insurance a Mutual Company
Sentry Life Insurance Company
Symetra Life Insurance Company
Transamerica Financial Life Insurance Company
Transamerica Life Insurance Company
The Union Labor Life Insurance Company
The United States Life Insurance Company in the City of New York