

Newsletter

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Main Story

SPRING TRAINING IS JUST AROUND THE CORNER — ARE YOUR CLIENTS COVERED?

Hard to believe, but Spring Training starts this month for the MLB. Even though you might not be headed to Arizona or Florida to watch your favorite team practice, it's still a good time to think about spring sports training.



SafeKids.org states that more than 46.5 million children in the U.S. participate in sports each year. According to an HHS report, an estimated 12 million individuals between ages 5 and 22 suffer a sports-related injury annually. An estimated 62% of injuries occur during practice, not during the competition.

That's why it's vital for every team, from schools to recreational leagues, to have the right athletic accident coverage for sports injuries. This starts with Accident Insurance, and can also include Catastrophic Accident and General Liability for the organization. Accident and Cat cover medical expenses for injuries during play or practice, including traveling to and from events, and General Liability offers protection for lawsuits related to the organization.

As spring training gets underway, review your clients' policies to ensure they have the right coverage for their organization. Call SMIC today if you would like us to help!

U.S. STUDENT PARTICIPANTS ANNUALLY

- NFHS 7,937,500**
National Federation of State High School Associations 
- NCAA 480,000**
National Collegiate Athletic Association 
- NAIA 77,000**
National Association of Intercollegiate Athletics 
- NJCAA 59,000**
National Junior College Athletic Association 

For sports safety tips, visit safekids.org/tip/sports-safety-tips

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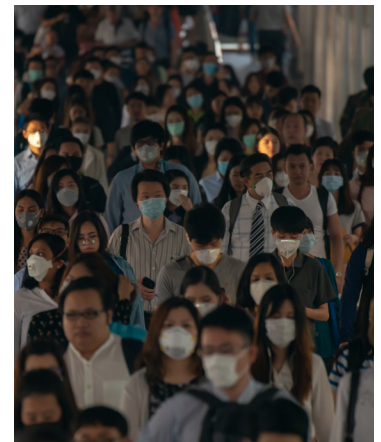
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Industry News

CORONAVIRUS AND THE INSURANCE INDUSTRY

The Coronavirus is making the news for health reasons, but it may have a financial impact, [U.S.-based S&P Global Ratings, Inc.](#), says. Global insurers and reinsurers will have some exposure to the outbreak; however, claims could be constrained due to “low insurance penetration” and “restrictive policy language.” One area that may be impacted are events. “Event cancellation would be one potential area for claims,” said Jeffries analyst Philip Kett. The PGA and World Athletics Indoor Championships have both canceled events in China in March, and it's expected more events will be canceled or postponed as a result of the outbreak. Some analysts believe the threat of a global emergency will increase the demand for business interruption, event cancellation, and liability-related coverage, as policyholders prepare for the future.



NUMBER OF INTERNATIONAL STUDENTS STUDYING IN THE U.S. REACHES AN ALL-TIME HIGH

According to a recent study published by the Institute for International Education, the total number of higher education international students in American during the 2018-2019 academic year was 1,095,299, a 0.05 percent increase over the prior year. International students contributed \$44.7 billion to the U.S. economy in 2018. To read more about this study, click [here](#).

Webinar**AGENT TRAINING SERIES**

We are launching a new Webinar training series for agents to learn more about different types of insurance coverages SMIC offers and how to market them to clients. Each session will cover a specific topic, for example, International Student Health or Accident for students. This training will benefit both agents who are unfamiliar with the coverage and agents who would like a deeper dive into what the coverage has to offer to insureds. For each 30-minute training, we will review the following:

- The basics
- Who needs it and why?
- How does it fit in with other coverages?
- What are some strategies to market it to clients?
- Q&A

We will be sending out a separate invitation with a link to sign up. Please keep an eye out if you are interested.

Product Spotlight**INBOUND INTERNATIONAL STUDENT HEALTH**

Background: There are about 1.1 million international students participating in undergraduate, graduate, non-degree, and OPT programs. Additionally, over 80,000 international students participated in high school exchange programs in the U.S. in 2017, and these numbers continue to grow.

International students, just like domestic students, have healthcare needs. Because healthcare in the United States is so expensive, especially emergency care, paying for medical expenses out-of-pocket is not a viable option, which is why international students are required to have health insurance. Unlike domestic students, they don't typically get insurance benefits through their parent or job, so they need to purchase coverage.

Why Insure International Students? Every international student coming to America needs health insurance to meet visa requirements. Since they aren't American citizens, they aren't required to have an ACA-compliant plan, though plans must still meet certain coverage requirements. Since students are generally young and healthy, premiums tend to be rated accordingly, offering low pricing for broad coverage. This means carriers can offer choices to international programs, competing on value, benefits, and affordability.

What is the Coverage? J-1 and F-1 Visa holders are required to have minimum coverage of \$100,000 per accident or sickness, \$25,000 for repatriation, and \$50,000 for medical evacuation. Deductibles may not exceed \$500 per accident or sickness.

Typical plans have maximums ranging from \$100,000 to \$2 million, with \$0 to \$200 deductibles and \$0 to \$50 copays. Prescriptions, doctor and hospital care, and emergency care are covered, and some plans include mental health and substance abuse treatment. Most plans include repatriation and emergency medical evacuation, though this may be offered separately.

Why Write Inbound International with SMIC? If your clients want choice and value, we write a range of plans, from ACA-compliant to Short-Term Limited Duration. SMIC has experts who can help you determine the benefits vs. price sweet-spot for each client. We can customize solutions that include other coverages such as athletic and catastrophic. Inbound International plans offer high commissions, based on total premium, giving you an opportunity to grow your book.

What Is SMIC's Appetite? We can write small to large groups, K-12 through graduate programs. We prefer groups with a loss history (groups that have had insurance programs before), but can look at new programs. We are able to write domestic students on a very limited basis, but recommend international-student-only groups.

