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- International Insurance Brokerage & Consulting
 - Organizations: Corporate, Humanitarian & NGO's, Churches
 - Individuals: Expatriates, Travelers, Missionaries
- Certified in Global Benefits Management
- Certified in Single-Payer Healthcare Systems

GLOBAL BENEFITS
INTERNATIONAL INSURANCE FOR EXPATS,
TRAVELERS & ORGANIZATIONS

Travel Insurance Basics for Domestic & Global Travelers



Topics

- What is Travel Insurance?
- Why Do I Need It?
- Country Requirements
- Types of Travel Insurance
 - Travel Medical Insurance
 - Trip Protection Insurance
- Travel Assistance & Evacuations

What is Travel Insurance?

Definition

As defined by state insurance department regulations, “Travel Insurance” is coverage for personal risks incidental to planned travel, including one or more of the following:

- Interruption or cancellation of a trip or event;
- Loss of baggage or personal effects;
- Damage to accommodations or rental vehicles; or
- Sickness, accident, disability, or death occurring during travel.



“Why do I need travel insurance? I have US health insurance.”



- US Health Insurance (or Medicare Advantage) is of limited value abroad
- Original Medicare stops at the border - No coverage abroad
- Paying a medical claim (after the fact) is not = active intervention of a real-time, life or death medical emergency

“Why do I need travel insurance? I have no plans on cancelling my trip”

Lost deposits for expensive trips due to unforeseen circumstances:

- COVID – Weather - Hurricanes - Natural disasters
- War – Terrorism – Mandatory Evacuation
- Travel supplier bankruptcy / financial default
- Schedule conflicts – Work reasons
- Home or business damage
- Health problems: Sickness, Injury, Pregnancy, Death, Divorce
- Family problems - Felonious assault

US Department of State Recommends Travel Insurance

- www.travel.state.gov
- “Before You Go” section
 - Traveler Checklist
 - Safety & Security Messaging
 - Smart Traveler Enrollment Program (STEP)
 - Traveler Information
 - Crisis Abroad: Be Ready
 - Your Health Abroad
 - Driving and Road Safety Abroad
 - Customs and Import Restrictions
 - COVID-19 Testing Required for US Entry
- Country Information section
- While Abroad section
- Emergencies section

Purchase of international travel insurance required in many countries



- Subject to individual country requirements
 - Frequent changes without warning
 - See Country Information – travel.state.gov
- Schengen Visa countries (Europe) require travel insurance prior to entry
 - www.schengenvisainfo.com
 - The policy must cover all Schengen Area countries
 - Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, and Switzerland
 - \$33,000 (30,000 EUR) minimum medical coverage
 - Must cover any expenses related to medical reasons, urgent health needs and emergency hospitalization or death (repatriation coverage)

2 types of “Travel Insurance”

- Travel Medical Insurance
 - Medical: Sickness & Accidents
 - Emergency Medical Evacuations & Assistance Services
 - Available ONLY while abroad
- Trip Protection Insurance
 - Medical: Sickness & Accidents
 - Trip related expenses
 - Emergency Evacuations (Medical, Disaster, Security) & Assistance Services
 - Available for travel WITHIN the USA or abroad

Identifying Travel Insurance Needs

- Where are you going?
- What are your travel dates?
- Who's going on your trip?
- How much are your pre-paid travel expenses?
- Will you be participating in any “adventure” sports?
- Will you be traveling to any high-risk areas?
- Do you have any chronic pre-existing medical conditions?

Travel Medical Insurance



Travel Medical Insurance Overview

- Short term coverage: up to one year
- Single, group, corporate trips
- Single trips or annual policies
- US residents traveling abroad
- Non-US residents traveling to USA
- Medical expenses and emergency evacuations
- Choice of medical maximum limits
- Choice of deductibles
- Renewable
- Covers COVID medical expenses

Travel Medical Insurance

Sample Benefits

- Medical expenses: up to \$1,000,000
- Medical expense coverage after deductible: 100%
- Emergency medical evacuation: \$500,000
- Prescription drugs: 100%
- Local ambulance: 100%
- Return of bodily remains: \$25,000
- Accidental death: \$25,000
- Lost luggage / personal possessions: \$500
- 24/7 global assistance services

Travel Medical Insurance: Coverage for Pre-existing Medical Conditions Varies By Insurance Company

Policy Wording Type	Coverage Type
1. Sudden / Acute (unexpected) Onset	<ul style="list-style-type: none">• Not covered or limited benefit• 12-month “Look Back” period
2. Fully Covered	Covered with proof of US health insurance or Medicare

Travel Medical Insurance Sample Rates

- Premium based on:
 - Age, Medical Expense Limit, Deductible, Destination, Travel Days

Medical Limit (per person) ▶	\$100,000	\$500,000	\$1,000,000
Deductible (per person) ▼	Total Cost for 1 traveler age 45 for 7 days ▼		
\$0	\$20	\$25	\$25
\$100	\$18	\$22	\$23
\$250	\$16	\$21	\$21
\$500	\$14	\$19	\$20

Trip Protection Insurance

a/k/a Vacation Insurance, Comprehensive Insurance
Trip Cancellation Insurance



Trip Protection Insurance Overview

- Trip Cancellation: Pre-departure
- Trip Interruption” Post-departure
- Trip related expenses
- Medical expenses and emergency evacuations
- Coverage Area: within US or Abroad
- Availability: Individuals, Families, Groups



Trip Protection Insurance Overview

- All policies have specific list of standard “Covered Reasons”
- Caveat: some policies purchased from trip suppliers will only issue a trip voucher for future trip, if trip is cancelled.
- Caveat: some low-cost policies have limited medical expense benefits, as low as \$15,000. Not enough!

Trip Protection Insurance

Sample Benefits

- Canceled trips (pre-departure)
 - **100% trip cost reimbursement**
 - 30+ reasons
 - Examples
 - Sickness or death – traveler, companion, family member, business partner or family member
 - Medical reasons
 - Weather
 - War & Terrorism
- Interrupted trips (post-departure)
 - **150% trip cost reimbursement**
 - 30+ reasons

Trip Protection Insurance

Sample Benefits

- Emergency medical expenses: **\$100,000**
- Pre-existing medical conditions covered
 - If purchased within 14 – 21 days of initial trip deposit (e.g. flights)
 - Important for travelers with chronic (ongoing) medical conditions
- Repatriation (return) of mortal remains to USA: **\$1,000,000**
- Accidental death: **\$10,000**
- Primary coverage
 - Coordination of benefits with US health insurance not required

Trip Protection Insurance

Sample Benefits

- Emergency Medical Services & Evacuations
 - Medical condition determination by US emergency medical staff
 - Language translations with in-country medical staff
 - Foreign hospital guarantee of payment & coordination
 - Transportation (*air or land*) coordination to appropriate medical facility
 - **\$1,000,000**
 - Includes in-transit medical staff
- Political, Security Natural Disaster Evacuations
 - **\$150,000**
 - Emergency Services coordinates client evacuation to safe location

Trip Protection Insurance

Sample Benefits

- Lost or stolen baggage & personal effects: **\$1,000**
- Baggage delays: **\$500**
- Trip delays: **\$1,500**
- Change fee: **\$250**
- Itinerary change: **\$500**
- Airline travel reward reimbursement: **\$250**
- Missed tour or cruise connection: **\$500**
- Pet kennel: **\$500**
- Dental injury & pain: **\$750**

Worldwide Travel Assistance & Concierge Services

Benefit included in most policies – Services vary by policy

Travel Assistance

Identity Theft - Cash Advance - Emergency Travel Arrangements - Passport or Visa Replacement - Legal Referrals

Concierge Services

Destination Profiles - Event Ticketing - Shopping Assistance - Translation Services – Restaurant, Golf Course, Hotel, Airline & Rental Car Reservations - Document Replacement Assistance - Prescription Drug, Medical Accessories, Eyeglasses & Contacts Replacement Assistance - Medical Assistance

Worldwide Travel Assistance & Concierge Services

Business Concierge Services

Emergency Correspondence & Business Communication - Locating Business Services (Express/Overnight Delivery Sites, Internet Cafes, Print/Copy Services, Telephone And Web Conferencing) - Emergency Messaging To Customers / Associates - Emergency Travel Arrangements

Medical Coordination and Assistance

Pre-travel Medical Consultation - Medical Evacuation Coordination - Telemedicine - Medical Referral - Medical Admission or Release Expense Guarantee (Guarantee of Payment)

Replacement: Prescriptions, eyeglasses/contacts

Trip Protection Insurance

Sample Optional Benefits

Cancel For Any Reason (CFAR): Pre-Departure

- Optional coverage for “non-covered reasons”
- Cancel trip for ANY reason
- Must purchase policy within 14 – 21 days of initial trip deposit
- Must insure full cost of pre-paid, non-refundable trip expenses
- Fear of traveling is not covered unless you’ve purchased CFAR
 - e.g. COVID, War, Terrorism
- Expenses related to acts of war is not covered unless you’ve purchased CFAR
- Most CFAR benefits reimburse at 75%

Initial Trip Deposit

- ANY pre-paid expenses / deposits that are subject to cancellation fees/penalties
 - e.g. Flights, cruise or tour, accommodations, exhibit tickets
- Insurance policy must be purchased within 14 – 21 days of initial trip deposit (*depending on the policy*)
 - Required for Cancel For Any Reason benefit
 - Required for travelers that have pre-existing medical conditions and need a waiver
 - Medical, evacuation or trip expense claims resulting from an existing medical condition will ONLY be covered if policy is purchased within 14 – 21 days of initial trip deposit

Trip Protection Insurance

Sample Optional Benefits

- Interruption For Any Reason: Post-Departure
- Event ticket protection coverage
- Rental car damage & theft coverage
- Travel Inconvenience coverage
 - 25+ covered reasons
 - e.g. Closed attractions & beaches, flight or cruise diversions & cancellations, rental car breakdown, security breach delay
- Physician required bed rest coverage (e.g. COVID)
 - Mandatory for certain destinations (e.g. Costa Rica)
- Additional flight insurance
 - up to \$1,000,000

Insurance Cost: Factors

Final cost based on these factors:

1. **Primary Factor: Insured Trip Cost Basis**
2. Age of travelers
3. Total travel days
4. Destination
5. Optional benefits selected

Bottom Line

Base policy insurance cost: usually 5 – 10% of Trip Cost Basis +
Optional Benefits

Insurance Cost: Insured Trip Cost Basis

- Primary factor of insurance cost
- The total pre-paid, non-refundable cost of the trip
- Do not include post-departure expenses or fully refundable pre-paid expenses
- Example:
 1. \$5,000 trip expenses with cancellation penalties
 2. \$3,000 expenses with no cancellation penalties
- Insured Trip cost basis = \$5,000

Insurance Cost: Examples

\$5,000 trip – Ages 60 & 55 – 15 days in Mexico

- Insurance cost: \$335
- Optional Cancel For Any Reason: +\$147

Benefits:

- \$5,000 benefit if trip cancelled (for covered reason)
- Up to \$7,500 benefit if trip interrupted (for covered reason)
- Includes standard benefits: \$100,000 medical, \$1,000,000 evacuation, luggage, delays, etc.

Insurance Cost: Examples

\$10,000 trip – Ages 50, 45, 20, 15 – 21 days in Italy

- Insurance cost: \$998
- Optional Cancel For Any Reason: +\$439

Benefits:

- \$10,000 benefit if trip cancelled (for covered reason)
- Up to \$15,000 benefit if trip interrupted (for covered reason)
- Includes standard benefits: \$100,000 medical, \$1,000,000 evacuation, luggage, delays, etc.

Questions?

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