

AN INTRODUCTION INTO
INTERNATIONAL PMI

—
2019
—



Insurance made easy.

TODAY'S TRIP



What is International Private Medical Insurance?

Who would typically buy IPMI?

Finding International PMI opportunities

Short-term & Student policies

Long-term policies

Additional services

Making a claim

Underwriting

Quoting

Commission

WHAT IS INTERNATIONAL PMI?

- Global Private Medical Insurance
- In-patient treatment
- Out-patient treatment
- Diagnostics & Specialist treatment
- Dental & Optical
- Wellbeing (routine scans & tests)
- Private GP
- Prescriptions
- Eye tests
- Chronic conditions
- Maternity cover
- Repatriation
- Evacuation



WHO WOULD BUY IPMI?

EXPATS

IN-PATS

EMPLOYEES ON OVERSEAS ASSIGNMENTS

DIRECTORS OF GLOBAL COMPANIES

HOLIDAY HOME OWNERS

INTERNATIONAL STUDENTS

HIGH NET WORTH INDIVIDUALS

AID WORKERS / CHARITIES

OIL & GAS



FINDING INTERNATIONAL OPPORTUNITIES

EXISTING HNW CLIENTS

COMPANIES WITH OVERSEAS OFFICE
LOCATIONS

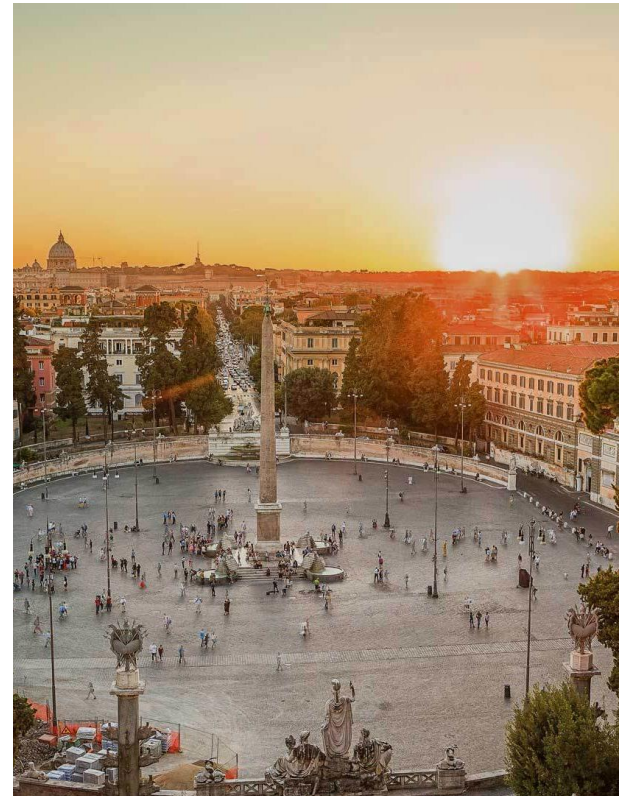
DIRECTORS WITH CHILDREN STUDYING
OVERSEAS

FAMILIES AND COUPLES THAT HAVE MOVED
ABROAD

EUROPEAN HEALTH CARD EHIC / BREXIT

EMPLOYEES WITH PMI POSTED OVERSEAS

HOLIDAY HOME OWNERS

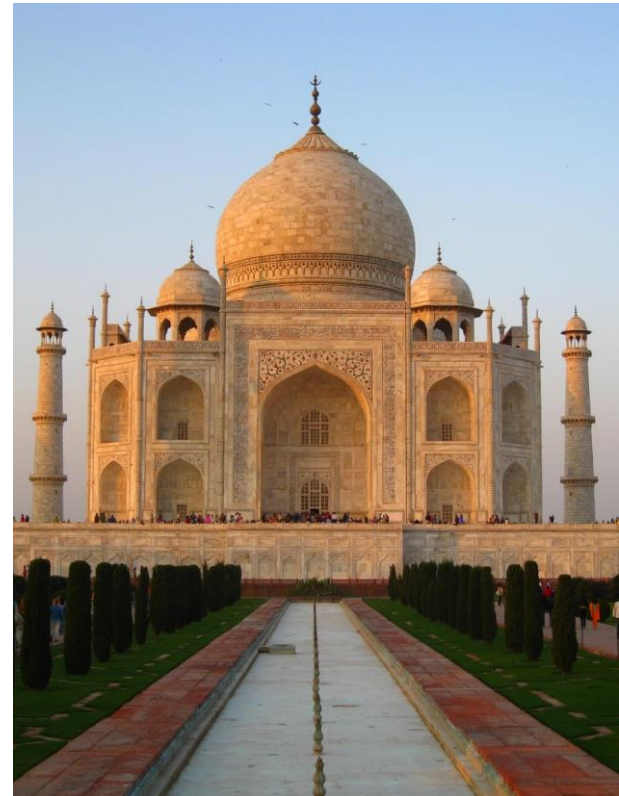


SHORT TERM & STUDENT COVER

SHORT TERM + STUDENT

1 COVER LEVEL INCLUDING

- INPATIENT AND OUTPATIENT BENEFIT
- PRIVATE GP & PRESCRIPTIONS
- SPECIALIST CONSULTATION + DIAGNOSTICS
- EVACUATION & REPATRIATION
- STUDENT – 12 MONTH PLAN
- SHORT TERM – 1 MONTH TO 12 MONTHS



LONG TERM COVER

INDIVIDUALS AND GROUP

4 COVER LEVELS INCLUDING

- INPATIENT AND OUTPATIENT BENEFIT
- PRIVATE GP & PRESCRIPTIONS
- SPECIALIST CONSULTATION + DIAGNOSTICS
- EVACUATION & REPATRIATION
- CANCER COVER
- MENTAL HEALTH BENEFIT
- DENTAL
- MATERNITY
- WELLBEING



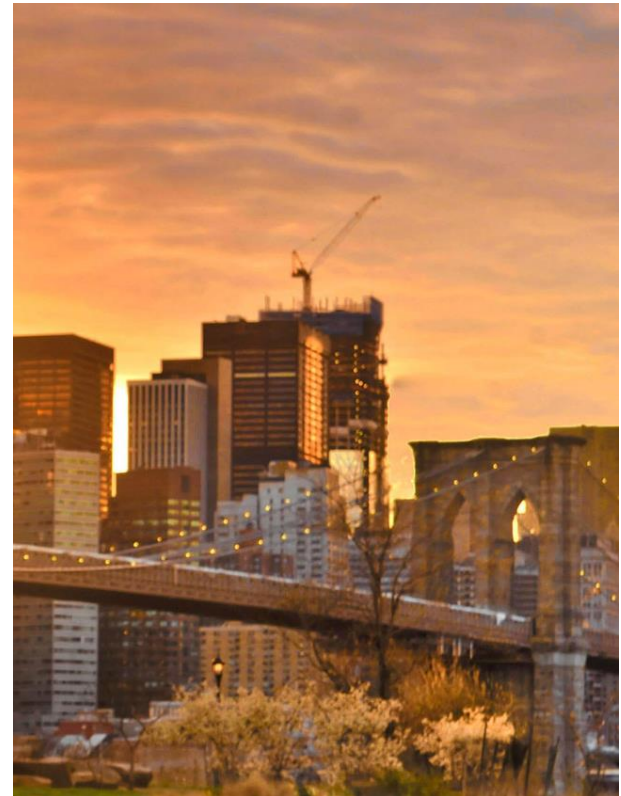
ADDITIONAL SERVICES



**The Blood Care
Foundation**

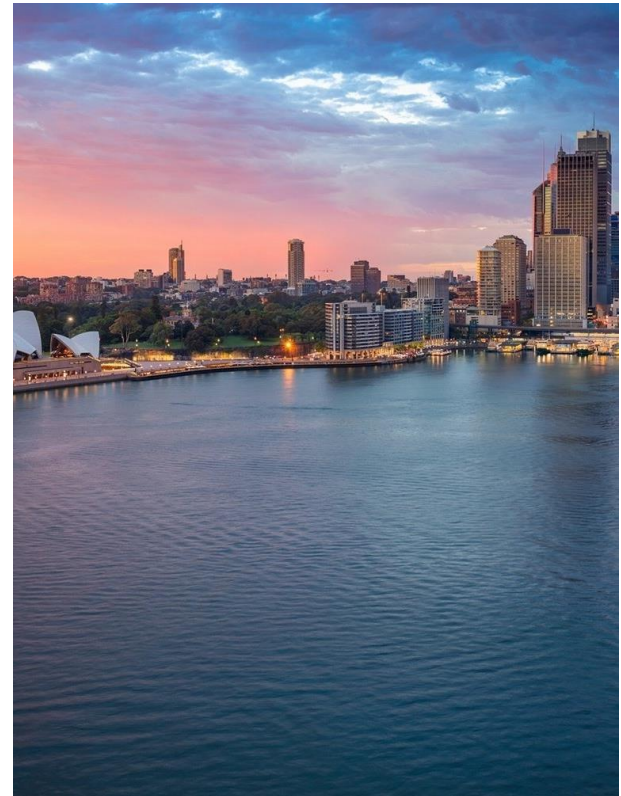


Best Doctors®



MAKING A CLAIM

OUTPATIENT + INPATIENT + DAY CASE CLAIMS



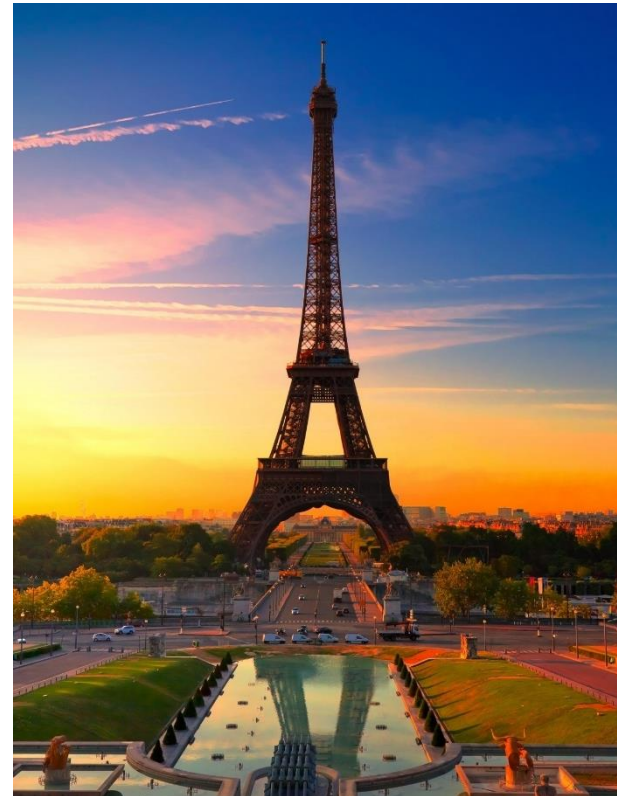
UNDERWRITING TYPES

INDIVIDUALS

- FMU
- NEW MORI
- CME

GROUP

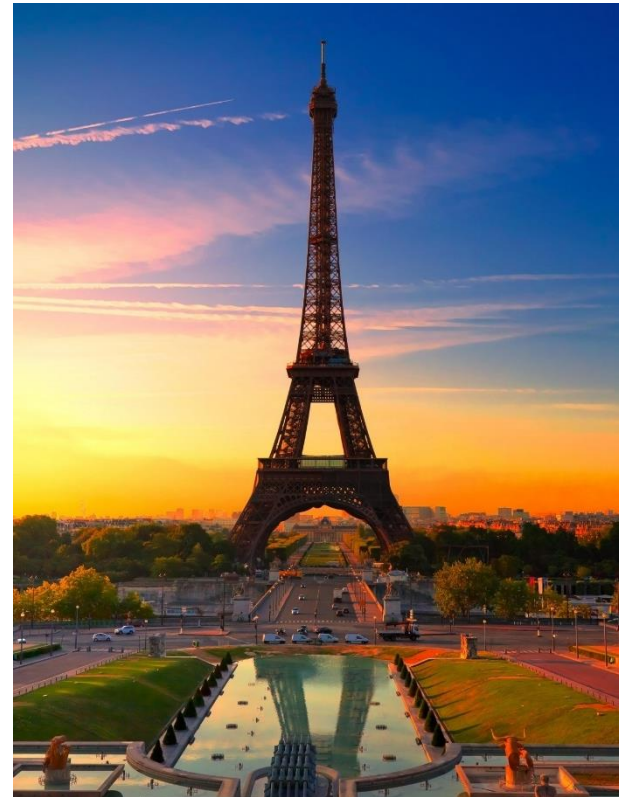
- FMU
- NEW MORI
- CME
- MHD (10+)



HOW TO QUOTE

INDIVIDUALS & GROUP

- NAME AND DATE OF BIRTH
- NATIONALITY
- MAIN LOCATION OF RESIDENCY
- DO YOU NEED USA INCLUDING
- LIST OF BENEFITS REQUIRED
- RENEWAL TERMS (IF APPLICABLE)



A VALUE PROPOSITION YOU CAN SELL

OUR PARTNERSHIP

BROKERAGE COMMISSIONS

Long-Term New Business	25%
Long-Term Renewal	15%
Short-Term	20%
Student	20%
Group	15%

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