# The Cost and Benefits of Individual and Family Health Insurance Plans 2009

Policies surveyed were active in February 2009



## **Table of Contents**

Introduction and Background	3
Methodology Summary	4
Report Highlights	5
Major Medical Plan Premiums Profile of eHealthInsurance policy holders: 2007 to 2009 Monthly premiums for major medical plans: 2009 Deductible level - Individual plans: 2009 Deductible level - Family plans: 2009 Individual plan premiums and deductibles by age: 2009 Individual plan premiums by age: 2007 to 2009 Individual plan deductibles by age: 2007 to 2009 Individual plan premiums by gender and age: 2009 Family plan premiums and deductibles by age: 2009 Family plan premiums and deductibles by number of members on plan: 2009 Family plan premiums by age: 2007 to 2009 Family plan deductibles by age: 2007 to 2009 Average and median premiums and deductibles for children's health insurance: 2009 Individual plan premiums by state: 2009 Individual plan premiums by state: 2009 Individual plan deductibles by state: 2009 Family plan premiums by state: 2009 Family plan premiums by state: 2009 Family plan deductibles by state: 2009 Family plan deductibles by state: 2009	6 7 8 9 10 10 11 11 12 13 13 14 15 16 17 18 19
Major Medical Plan Benefits	20
<ul> <li>Types of health insurance products surveyed: 2009</li> <li>Dollar limit for the lifetime of plan policies: 2009</li> <li>Specific plan benefits and preventative care benefits: 2007 to 2009</li> <li>Average annual premiums with specific benefits: 2009</li> </ul>	21 21 22 23
HSA-Eligible Plans	24
<ul> <li>Premiums and deductibles for individual and family HSA-eligible plans: 2009</li> <li>Age distribution of HSA-eligible plans: 2009</li> </ul>	25 25
Contact Information	26
Methodology Supplement	27

#### Introduction and Background

- eHealth, Inc. has used its ecommerce technology to enroll over 2 million Americans in health insurance through multiple channels, including its online marketplace: ehealthinsurance.com.
- The objective of this report is to provide a nationwide perspective on cost and benefit trends in the non-group, individual and family health insurance market based on an analysis of a large, geographically distributed sample of eHealthInsurance purchasers and products.
- The first Cost and Benefits of Individual Health Insurance Plans report was issued by eHealthInsurance in 2001. eHealthInsurance is one of the few organizations with national source data that can best reflect consumer buying patterns and purchase prices.
- Founded in 1997, eHealthInsurance, a wholly-owned subsidiary of eHealth, Inc., is an
  online source of health insurance for individuals, families and small businesses. The
  company offers thousands of health plans underwritten by more than 180 of the
  nation's leading health insurance companies.
- eHealthInsurance is licensed to sell health insurance in all 50 states and the District of Columbia. eHealthInsurance and eHealth are registered trademarks of eHealthInsurance Services, Inc.
- eHealth's long-term success in enrolling Americans in health coverage should be considered when developing a model for health insurance exchanges.

#### **Methodology Summary**

- The 2009 plan data referred to in this report is derived from approximately 317,000 individual and family (IFP) major medical policies purchased through eHealhInsurance that were active in February 2009.
- The 2008 plan data referred to in this report is derived from approximately 259,000 individual and family (IFP) major medical policies purchased through eHealthInsurance that were active in February 2008.
- The 2007 plan data referred to in this report is derived from approximately 227,000 individual and family (IFP) major medical policies purchased through eHealthInsurance that were active in August 2007.
- This report analyzes monthly premiums paid on individual and family major medical health insurance policies in 2007, 2008 and 2009 along with the benefits associated with those plans.
- The data contained in this report represents consumers who shop for and purchase health insurance through ehealthinsurance.com.
- For more detail on the methodology for this report, please see pages 27-28.

#### Report Highlights – Active policies surveyed in 2009

- The average monthly premium for individual policies was \$161, while the average premium for family policies was \$383.
- The average deductible for individual policies was \$2,326, and the average deductible for family policies in 2009 was \$3,128.
- Half of all individual policyholders paid monthly premiums of \$132 or less, and half of all family policy holders paid monthly premiums of \$329 or less.
- The average plan lifetime limit was \$4.3 million. This average applies only to policies
  with specified limits. The median plan lifetime limit was \$5 million. The median is
  based on policies sampled that have specific dollar limits as well as those with no
  dollar limits.
- The range of average monthly premiums for individual plans across the United States falls between \$103 in lowa and \$339 in New York. The range of average monthly premiums for family plans across the United States falls between \$233 in lowa and \$841 in New York.
- Forty-five percent of major medical plans sold to individuals had a deductible of less than \$2,000. Among family plans, sixty percent (60.5%) had a deductible less than \$3,000.
- Sixteen percent (16%) of all active policies were HSA-eligible.
- Almost 100% of individual and family plan (IFP) policyholders selected plans that included lab, x-ray (99.0%) and emergency room coverage (99.9%).
- The majority of individual and family plan policyholders purchased plans that covered prescription drugs (88.9%) and chiropractic coverage (74.4%).
- Policyholders also tended to select plans that offered preventive care benefits like OB/GYN (93.7%), periodic exams (89.6%) and well-baby coverage (87.7%).

# **Major Medical Plan Premiums and Deductibles**

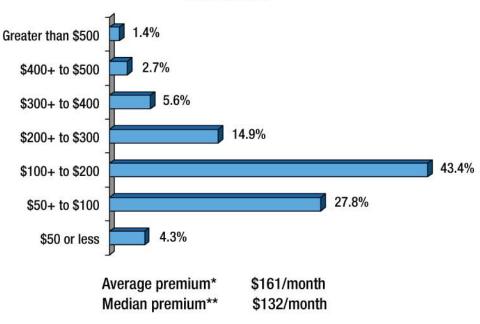


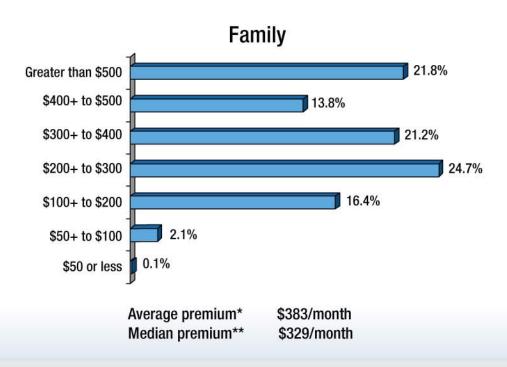
## Profile of eHealthInsurance policyholders: 2007 to 2009

	August 2007	February 2008	February 2009
% Male	53.7%	53.5%	53.4%
Average age	35.6 years old	35.5 years old	35.6 years old
% Single	60.8%	61.9%	63.6%
Average monthly premium for individual plans	\$158	\$159	\$161
Median monthly premium for individual plans	\$129	\$130	\$132
Average deductible for individual plans	\$1,972	\$2,084	\$2,326
Average monthly premium for family plans	\$366	\$369	\$383
Median monthly premium for family plans	\$315	\$320	\$329
Average deductible for family plans	\$2,610	\$2,760	\$3,128
% HSA-eligible (individual and family)	13.6%	14.3%	16.0%
Average monthly premium for individual HSA-eligible plans	\$133	\$137	\$143
Average monthly premium for family HSA-eligible plans	\$302	\$309	\$331

#### Monthly premiums for major medical plans: February 2009

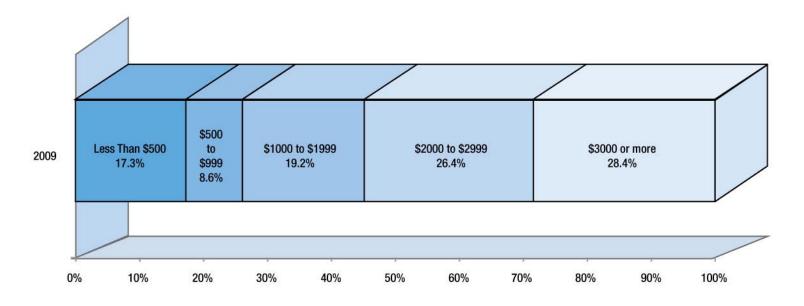






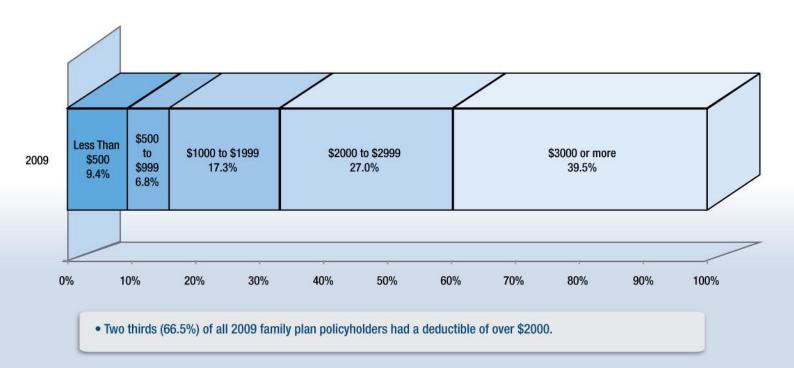
- · Half of all individual policyholders paid \$132 or less per month.
- · Half of all family policyholders paid less than \$329 per month
- \*An average is the sum of all the data in the distribution divided by the sample size.
- \*\*The median is the middle value in a set of numbers arranged in increasing order. If there is an even number of values, the median is the average of the middle two values.

#### Individual plan deductible levels: February 2009



- 45 percent of all 2009 individual plan policyholders had a deductible of less than \$2000.
- Nearly three quarters (71.6%) of 2009 individual plan policyholders had a deductible of less than \$3000.

#### Family plan deductible levels: February 2009



#### Individual plan premiums by age: February 2009

Age of primary policyholder	Ave. monthly premium	Avg. deductible	% of individual policies sampled	% of uninsured population*	% of US population*
Less than 18	\$94	\$2,102	6.2%	9.9%	24.7%
18-24	\$106	\$2,322	21.0%	28.6%	9.5%
25-34	\$130	\$2,195	34.6%	26.5%	13.4%
35-44	\$178	\$2,296	16.0%	19.4%	13.7%
45-54	\$233	\$2,562	12.7%	14.4%	26.1%
55-64	\$314	\$2,686	9.5%	14.470	20.178
Overall	\$161	\$2,326	100%	98.8%	87.4%

- 65% of America's uninsured are under the age of 35\*.
- 62% of eHealthInsurance policyholders are younger than 35 and paid an average premium of \$130 or less.
- \* Source: US Census Bureau "Income, Poverty and Health Insurance Coverage in the United States: 2008," released in September 2009. This data reflects 2008 year data and is the most recent data available from the US Census outlining the demographics of the uninsured.

#### Individual plan premiums by age: 2007 to 2009

Age of primary policyholder	Avg. premium 2007	Avg. premium 2008	Avg. premium 2009
Less than 18	\$92	\$93	\$94
18-24	\$107	\$107	\$106
25-34	\$128	\$130	\$130
35-44	\$173	\$175	\$178
45-54	\$227	\$231	\$233
55-64	\$301	\$309	\$314
Overall	\$158	\$159	\$161

• Between February 2008 and February 2009, average premiums for individual policies increased 1.1 percent.

#### Individual plan deductibles by age: 2007 to 2009

Age of primary policyholder	Avg. deductible 2007	Avg. deductible 2008	Avg. deductible 2009
Less than 18	\$1,683	\$1,788	\$2,102
18-24	\$1,932	\$2,063	\$2,322
25-34	\$1,829	\$1,948	\$2,195
35-44	\$1,955	\$2,079	\$2,296
45-54	\$2,262	\$2,350	\$2,562
55-64	\$2,420	\$2,492	\$2,686
Overall	\$1,972	\$2,084	\$2,326

- The average individual policy deductible increased 12% between February 2008 and February 2009.
- In the same period, the average monthly premium for an individual policy increased only 1%.
- Individuals between the ages of 25 and 34 years of age had the lowest deductibles among adults.

#### Individual plan premiums by gender and age: February 2009

Women	Less than 18	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	Overall
Avg. monthly premium	\$94	\$115	\$144	\$192	\$240	\$316	\$176
% of individual policies sampled	6.2%	21.2%	32.1%	14.9%	13.4%	12.2%	100.0%
Men	Less than 18	18 - 24	25 - 34	35 - 44	45 - 54	55 - 64	Overall
Avg. monthly premium	\$95	\$97	\$119	\$166	\$226	\$310	\$147
% of individual policies sampled	6.2%	20.9%	36.9%	17.0%	11.9%	7.0%	100.0%
Difference (Female - Male)	-\$1	\$18	\$25	\$26	\$14	\$6	\$29

• Each age group contributes a different proportion to the overall average for men and women. For example, the larger percentage of women versus men in the age groups with higher premiums (45-54 and 55-64) contributes to the higher overall average for women.

#### Family plan premiums and deductibles by age: February 2009

Age of primary policyholder	Avg. monthly premium	Avg. deductible	% of family pollicies sampled
Less than 18	\$168	\$2,930	2.2%
18-24	\$212	\$2,872	3.2%
25-34	\$305	\$2,797	24.2%
35-44	\$381	\$3,103	35.5%
45-54	\$439	\$3,380	24.8%
55-64	\$540	\$3,519	10.2%
Overall	\$383	\$3,128	100%

- Average monthly premiums for family policies surveyed within each age group ranged between \$168 and \$540.
- Between February 2008 and February 2009, average premiums for family policies increased 4.0 percent.

# Family plan premiums and deductibles by number of members on plan: February 2009

Members on policy	Avg. monthly premium	Median monthly premium	Avg. cost per member	Avg. deductible	Median deductible	% of family policies sampled
2	\$328	\$274	\$164	\$2,957	\$2,500	43.8%
3	\$385	\$331	\$128	\$3,083	\$2,500	23.9%
4	\$446	\$387	\$112	\$3,355	\$2,500	21.4%
5	\$480	\$419	\$96	\$3,436	\$2,500	8.0%
6+	\$501	\$442	\$80	\$3,606	\$3,000	2.9%
Overall	\$383	\$329	\$136	\$3,128	\$2,500	100%

 Note: A family plan with two members could include a couple, a parent and child, or two children on their own plan.

# Family plan premiums by age: 2007 to 2009

Age of primary policyholder	Avg. premium 2007	Avg. premium 2008	Avg. premium 2009
Less than 18	\$169	\$169	\$168
18-24	\$219	\$217	\$212
25-34	\$305	\$302	\$305
35-44	\$367	\$369	\$381
45-54	\$412	\$420	\$439
55-64	\$494	\$509	\$540
Overall	\$366	\$369	\$383

• Between February 2008 and February 2009, average premiums for family policies increased 4.0 percent.

#### Family plan deductibles by age: 2007 to 2009

Age of primary policyholder	Avg. deductible 2007	Avg. deductible 2008	Avg. deductible 2009
Less than 18	\$2,366	\$2,522	\$2,930
18-24	\$2,154	\$2,332	\$2,872
25-34	\$2,224	\$2,371	\$2,797
35-44	\$2,599	\$2,765	\$3,103
45-54	\$2,899	\$3,056	\$3,380
55-64	\$3,127	\$3,212	\$3,519
Overall	\$2,610	\$2,760	\$3,128

- Between February 2008 and February 2009, average deductibles for family policies increased 13.3 percent.
- Average deductibles for family plans where the primary policyholder was under the age of 18 were higher, on average, than policies where the primary policyholder was between the ages 18 and 34.

# Average and median premiums and deductibles for children's health insurance: February 2009

#### Average monthly premiums



#### Average deductibles



- Half of all premiums for children between the ages of 3 and 17 (79% of policies sampled) were \$89 or less.
- Median premiums for Infants between the ages of 0-2 years were \$102 per month (21% of policies sampled).

### Average individual plan premiums by state: February 2009

State	Average Monthly Premium	% Chg Premium from 2008
AK	\$182	7%
AL	\$122	0%
AR	\$117	-5%
AZ	\$139	2%
CA	\$150	0%
CO	\$145	-1%
CT	\$188	13%
DC	\$144	-4%
DE	\$151	1%
FL	\$162	0%
GA	\$166	-3%
*HI	NA	NA
IA	\$103	0%
ID	\$122	12%
IL	\$147	1%
IN	\$140	5%
KS	\$119	-2%
KY	\$117	0%
LA	\$140	2%
*MA	NA	NA
MD	\$148	1%
MI	\$123	-1%
MN	\$134	-2%
МО	\$121	-1%
MS	\$150	-3%

State	Average Monthly Premium	% Chg Premium from 2008
MT	\$158	13%
NC	\$140	-1%
*ND	NA	NA
NE	\$132	2%
NH	\$182	19%
NJ	\$274	-4%
NM	\$136	-5%
NV	\$166	-5%
NY	\$339	-16%
ОН	\$126	-1%
OK	\$133	7%
OR	\$167	10%
PA	\$155	-6%
*RI	NA	NA
SC	\$149	-2%
SD	\$137	4%
TN	\$148	-2%
TX	\$164	5%
UT	\$125	0%
VA	\$154	-1%
*VT	NA	NA
WA	\$185	4%
WI	\$129	2%
wv	\$171	-12%
WY	\$146	5%

\*These states have a sample size of less than 100 policies.

## Individual plan premiums by state: February 2008

State	Average Monthly Premium				
AK	\$171				
AL	\$122				
AR	\$123				
AZ	\$136				
CA	\$150				
CO	\$146				
СТ	\$167				
DC	\$150				
DE	\$150				
FL	\$162				
GA	\$171				
*HI	NA				
IA	\$103				
ID	\$109				
IL	\$145				
IN	\$133				
KS	\$122				
KY	\$117				
LA	\$137				
*MA	NA				
MD	\$147				
MI	\$123				
MN	\$136				
MO	\$123				
MS	\$155				

State	Average Monthly Premium					
MT	\$141					
NC	\$142					
*ND	NA					
NE	\$129					
NH	\$153					
NJ	\$287					
NM	\$143					
NV	\$174					
NY	\$406					
ОН	\$127					
OK	\$123					
OR	\$152					
PA	\$164					
*RI	NA					
SC	\$152					
SD	\$132					
TN	\$151					
TX	\$157					
UT	\$126					
*VT	NA					
VA	\$156					
WA	\$178					
WI	\$126					
wv	\$194					
WY	\$140					

<sup>\*</sup>These states have sample sizes of less than 100 policies.

## Average individual plan deductibles by state: February 2009

State	Average Deductible				
AK	\$3,270				
AL	\$3,089				
AR	\$2,435				
AZ	\$3,032				
CA	\$2,033				
CO	\$2,824				
СТ	\$2,488				
DC	\$1,535				
DE	\$2,150				
FL	\$3,084				
GA	\$3,715				
*HI	NA				
IA	\$2,961				
ID	\$2,468				
IL	\$2,283				
IN	\$3,022				
KS	\$2,622				
KY	\$2,371				
LA	\$2,756				
MD	\$1,162				
*MA	NA				
MI	\$2,179				
MN	\$3,883				
МО	\$2,731				
MS	\$3,169				

State	Average Deductible				
MT	\$3,488				
NC	\$3,242				
*ND	NA				
NE	\$2,322				
NH	\$2,819				
NJ	\$174				
NM	\$2,026				
NV	\$2,064				
NY	\$224				
ОН	\$2,801				
OK	\$2,655				
OR	\$3,036				
PA	\$1,941				
*RI	NA				
SC	\$2,862				
SD	\$3,555				
TN	\$3,306				
TX	\$2,862				
UT	\$2,003				
VA	\$1,794				
*VT	NA				
WA	\$2,101				
WI	\$2,994				
WV	\$2,902				
WY	\$3,021				

<sup>\*</sup>These states have sample sizes of less than 100 policies.

### Average family plan premiums by state: February 2009

State	Average Monthly Premium				
AK	\$429				
AL	\$284				
AR	\$276				
AZ	\$305				
CA	\$380				
CO	\$348				
CT	\$468				
DC	\$421				
DE	\$391				
FL	\$354				
GA	\$407				
*HI	NA				
IA	\$233				
ID	\$293				
IL	\$378				
IN	\$337				
KS	\$311				
KY	\$290				
LA	\$317				
MD	\$367				
*MA	NA				
МІ	\$295				
MN	\$350				
МО	\$283				
MS	\$312				

State	Average Monthly Premium					
MT	\$340					
NC	\$320					
*ND	NA					
NE	\$314					
NH	\$473					
NJ	\$772					
NM	\$303					
NV	\$386					
NY	\$841					
ОН	\$311					
OK	\$287					
OR	\$367					
PA	\$414					
*RI	NA					
SC	\$336					
SD	\$314					
TN	\$343					
TX	\$386					
UT	\$305					
VA	\$381					
*VT	NA					
WA	\$443					
WI	\$302					
WV	\$383					
WY	\$351					

\*These states have sample sizes of less than 100 policies.

## Average family plan deductibles by state: February 2009

State	Average Deductible				
AK	\$4,092				
AL	\$4,436				
AR	\$3,009				
AZ	\$3,734				
CA	\$2,744				
CO	\$3,605				
CT	\$2,973				
DC	\$1,451				
DE	\$3,042				
FL	\$3,935				
GA	\$4,272				
*HI	NA				
IA	\$4,161				
ID	\$2,701				
IL	\$3,098				
IN	\$3,882				
KS	\$3,311				
KY	\$3,189				
LA	\$3,549				
MD	\$1,583				
*MA	NA				
МІ	\$3,190				
MN	\$4,511				
MO	\$3,504				
MS	\$3,965				

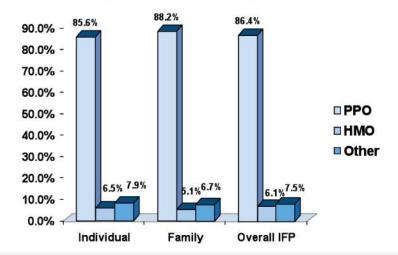
State	Average Deducdible					
MT	\$5,584					
NC	\$4,473					
*ND	NA					
NE	\$3,524					
NH	\$3,863					
NJ	\$303					
NM	\$2,371					
NV	\$2,868					
NY	\$501					
ОН	\$3,440					
OK	\$3,357					
OR	\$3,324					
PA	\$2,401					
*RI	NA					
SC	\$4,245					
SD	\$5,006					
TN	\$4,026					
TX	\$3,529					
UT	\$2,654					
VA	\$2,556					
*VT	NA					
WA	\$2,671					
WI	\$4,211					
wv	\$3,853					
WY	\$3,939					

<sup>\*</sup>These states have sample sizes of less than 100 policies.

# **Major Medical Plan Benefits**

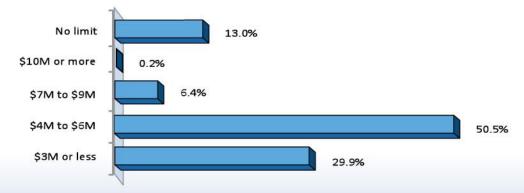


#### Types of health insurance products surveyed: February 2009



- PPO: A type of managed care health insurance plan that allows members to visit whatever in-network physician
  or healthcare provider they wish without first requiring a referral from a primary care physician. Services will
  typically be covered at a higher benefit level when rendered by a network provider.
- HMO: A health insurance plan or organization that provides a wide range of comprehensive healthcare services through a network of doctors, hospitals, labs, etc., who agree to provide services to HMO members at a pre-negotiated rate.
- Other: Plans such as EPO (Exclusive Provider Organization), Indemnity, or POS (Point of Service) plans.

# Dollar limit for the lifetime of individual and family plans: February 2009



- The average plan lifetime limit was \$4.3 million. This average applies only to policies with specified limits.
- The median plan lifetime limit was \$5 million. The median is based on policies sampled that have specific dollar limits as well as those with no dollar limits.
- Note: Stated lifetime coverage limits were not available for 10 percent of policies surveyed. Subject to what is
  noted above regarding average plan lifetime limit data, the data reported here reflects approximately 286,000
  (90%) remaining policies surveyed.

#### Specific plan benefits and preventative care benefits: 2007 to 2009

Plan Benefit	Individual Plans 2007*	Individual Plans 2008	Individual Plans 2009	Family Plans 2007*	Family Plans 2008	Family Plans 2009	Overall IFP Plans 2007*	Overall IFP Plans 2008	Overall IFP Plans 2009
Lab X-Ray	99.4%	99.0%	99.0%	99.4%	99.2%	99.1%	99.4%	99.1%	99.0%
ER	99.9%	99.9%	99.9%	99.9%	99.9%	99.9%	99.9%	99.9%	99.9%
Prescription	88.7%	90.0%	89.6%	85.5%	87.0%	86.9%	87.9%	89.2%	88.9%
Chiropractic	76.9%	76.8%	74.2%	74.6%	75.6%	75.0%	76.3%	76.5%	74.4%
Maternity	25.8%	25.0%	22.1%	25.3%	24.6%	22.1%	25.7%	24.9%	22.1%

Preventative Care	Individual Plans 2007*	Individual Plans 2008	Individual Plans 2009	Family Plans 2007*	Family Plans 2008	Family Plans 2009	Overall IFP Plans 2007*	Overall IFP Plans 2008	Overall IFP Plans 2009
OB/GYN	94.0%	94.4%	93.0%	96.0%	96.4%	95.6%	94.6%	95.0%	93.7%
Periodic Exam	88.5%	89.5%	89.5%	88.0%	89.2%	90.0%	88.4%	89.4%	89.6%
Well Baby	85.6%	87.1%	87.7%	82.9%	85.5%	87.7%	84.9%	86.7%	87.7%

- Almost 100% of individual and family plan (IFP) policyholders selected plans that included lab, x-ray (99.0%) and emergency room coverage (99.9%).
- The majority of IFP policyholders chose plans that covered prescription drugs (88.9%) and chiropractic coverage (74.4%).
- Policyholders also tended to select plans that offered preventive care benefits like OB/GYN (93.7%), periodic exams (89.6%) and well-baby coverage (87.7%).
- \* The plan benefit data for 2007 has been revised from eHealth's 2008 Cost & Benefits report, as a result of access to additional data for 2007.

# Average annual premiums with and without specific benefits: February 2009

Benefit	Average Monthly Premium	% of Policies Sampled
With maternity coverage	\$216	22.1%
Without maternity coverage	\$139	77.9%
With Prescription Drug Coverage	\$158	89.6%
Without Prescription Drug Coverage	\$137	10.4%

- Roughly one-quarter (22.1%) of all IFP policyholders selected plans that offer maternity coverage. In some cases maternity coverage may not be available for individuals who want to purchase it.
- The states of NY, NJ, MA, MT, MN, OR and WA have mandates requiring all non-group, major medical policies to include coverage for maternity benefits.

# **HSA-Eligible Plans**



# Premiums and deductibles for individual and family HSA-eligible plans: February 2009

	Individual	
	Average Monthly Premium	Average Monthly Deductible
HSA-eligible	\$143	\$3,382
Non-HSA	\$164	\$2,149
Overall	\$161	\$2,325

Family		
Average Monthly Premium	Average Monthly Deductible	Average Members Per Plan
\$331	\$5,612	3.25
\$397	\$2,475	2.98
\$383	\$3,128	3.03

- Between February 2008 and February 2009 average monthly individual premiums for HSA-eligible plans increased from \$137 to \$143.
- Between February 2008 and February 2009 average monthly family premiums for HSA-eligible plans increased from \$309 to \$331.

#### Age distribution of HSA-eligible plans: February 2009

Age of Primary Policyholder	% of Overall HSA - Eligible Plans
-----------------------------	-----------------------------------

Less than 18	0.0%
18-24	10.6%
25-34	27.1%
35-44	25.2%
45-54	22.9%
55-64	14.2%

• The average age of primary policyholders with HSA-eligible plans was 40.4.

For information, analysis, or commentary on this report, please contact eHealth, Inc. Media Relations or Government Relations.

#### **Media Inquiries:**

Brian Mast, Dir. of Public Relations (650) 210-3149 direct brian.mast@ehealth.com

Nate Purpura, Sr. Public Relations Manager (650) 210-3115 nate.purpura@ehealth.com

#### Government/Policy-related Inquiries:

John Desser, VP Public Policy and Government Affairs (202) 626-8573 direct

www.eHealthInsurance.com

#### Methodology supplement

- The 2009 plan data referred to in this report is derived from a sample that includes the following number of individual and family major medical policies purchased through eHealthInsurance that were active in February 2009:
  - Individual plans: approximately 233,000.
  - Family plans: approximately 84,000.
  - Children's Plans: approximately 16,000.
  - Lifetime Limit: approximately 286,000. These 286,000 plans represent approximately 90 percent of the total policies surveyed. Approximately 10 percent of policies were excluded because they did not indicate a lifetime limit of any kind and were not used to calculate the median or average lifetime limit data. Plans with unlimited lifetime coverage limits were excluded from the average lifetime coverage limit data in the report, but were included in determining the median lifetime coverage limit.
- The 2008 plan data referred to in this report is derived from a sample that includes the following number of individual and family major medical policies purchased through eHealthInsurance that were active in February 2008:
  - Individual plans: approximately 188,000.
  - Family plans: approximately 71,000.
- 2007 plan data referred to in this report is derived from a sample which includes the following number of individual and family major medical policies purchased through eHealthInsurance that were active in August 2007:
  - Individual plans: approximately 164,000.
  - Family plans: approximately 63,000.
- The premium data in this report is derived from information received from health insurance carriers relating
  to the actual premiums being paid by policyholders in the months of August 2007, February 2008 and
  February 2009. Actual premiums may differ from premiums quoted on the eHealthInsurance website because
  they represent the premium being paid after underwriting and for policies that were purchased prior to the
  date of analysis.
- The number of policies listed above does not represent all of the individual and family major medical policies purchased through eHealthInsurance that were active during the stated time period. For example, some policies for which eHealthInsurance did not have sufficient benefit or premium data were excluded from the survey. Plan data listed in this report might change based on additional data received from health insurance carriers at a date later than the active date of the data or later than the published date of this report.
- State-by-state data provided on pages 15 through 19 excludes Hawaii, Massachusetts, Maine, North Dakota, Rhode Island and Vermont. These states were excluded from the data reported because eHealthInsurance had fewer than 100 active policies in these states in February 2008 and 2009.
- Deductibles were determined by reviewing the health insurance carrier's brochure and related plan documents for each plan included in the survey.
- The data referred to in this report is an aggregation of data reported to eHealthInsurance by health insurance carriers with which eHealthInsurance has an agency relationship. Inaccurate data reported by these health insurance carriers might affect the accuracy of this report.

#### Methodology supplement - definitions:

- An "active" policy is a policy for which eHealthInsurance received a commission payment from the insurance carrier for the relevant month.
- An "individual plan" is an individual and family major medical policy that has one member.
- A "family plan" is an individual and family major medical policy that has two or more members.
- A "children's plan" is an individual and family major medical policy where the primary policyholder is younger than 18.
- "Lab or X-ray coverage" typically refers to any diagnostic lab test or diagnostic/therapeutic x-ray performed in support of basic health services
- "Emergency room coverage" includes all services provided when a patient visits an emergency room for an emergency condition.
- "Prescription coverage" varies by carrier and plan type. Typically, prescription drugs are covered in one of the two ways below:
  - Insurance covers a percentage after plan deductible is met
  - Insurance covers cost of the drug but a copayment is required with prescription
- "Chiropractic coverage" includes services provided by a licensed chiropractor. Definitions of certain terms may vary across insurance companies.
- "Maternity coverage" means the insurance covers part or all of the medical cost during a woman's pregnancy.
- "OB/GYN coverage" means that the policy covers an outpatient visit to a physician's office for an Obstetrics/Gynecology exam such as a PAP or mammogram.
- "Periodic exam coverage" means that the policy covers an outpatient visit to a physician's office for an annual physical.
- "Well-baby coverage" means that the policy covers regularly scheduled, preventive care services, including immunizations, provided to children up to an age specified by a health insurance company or mandated by a government agency.