

## 5 Selling Highlights for LifeWise in 2020

Tell your clients about these 5 important features of LifeWise Health Plan of Washington individual plans.

### 1 PREDICTABILITY OF A COPAY

Your resource: [LifeWise plan comparison](#) on the producer page

- Unlimited visits with a designated PCP for a \$30 copay on Gold, Silver, Bronze (non-HSA), and catastrophic plans (first 3 visits at a copay for catastrophic plan)
- Unlimited specialist visits for a \$60 copay on Gold and Silver plans
- Virtual care for a \$15 copay on Gold, Silver, Bronze (non-HSA), and catastrophic plans
- Preferred generic drugs for a low copay on Gold, Silver, and Bronze (non-HSA) plans

### 2 NO REFERRALS

Your resources: [Network highlights tip sheet](#) and [Find a Doctor tool](#) for the Primary network

- Members **do not need a referral** to see a specialist—or any provider—within the LifeWise Primary network
- All LifeWise plans for 2020 are exclusive provider organization (EPO) plans, meaning that services must be performed by a network provider in order to have coverage, except for emergencies

### 3 CONNECTED TO PRIMARY CARE UPFRONT

Your resource: [Designated Primary Care tip sheet](#) on the producer page

- In 2020, LifeWise will ensure every member has a designated primary care provider (PCP)
- If a member does not have a PCP on record, LifeWise will choose one for them—and print the name of their primary care center on their ID card!
- Members have the freedom to change their PCP at any time by calling customer service or via their secure member portal

### 4 LOWER RATES

Your resource: Rate sheets on the [producer resource page](#)

- Rates for 2020 decreased an average of 4% across all plans
- Lower rates + attractive benefits = great value

### 5 COVERAGE ON AND OFF THE JOB

- LifeWise covers work-related illness or injury provided the member does not have benefits under separate coverage, workers compensation, or any other law for job-related health issues
- Let your self-employed clients know about this benefit with LifeWise