

New Membership Benefit
Affordable Health, Prescription, Dental and Life Benefits
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One of the main priorities of the New Jersey Builders Association (NJBA) is to increase the value of membership in the Association. The ever increasing cost of providing health insurance to employees is a top concern of business owners. The New Jersey Business and Industry Association (NJBIA) identified health insurance costs as the top problem faced by the business owners that participated in its annual Business Outlook Survey. Health insurance costs have been the most troublesome problem for New Jersey businesses for many years. It is not unusual for health insurance premiums to increase anywhere from 25 to 40 percent or more in any given year. It is nearly impossible for a company to continue to absorb the cost. Many businesses have been forced to pass the increases along to their employees, provide a lower quality plan with higher co-payments and deductibles, and/or stop offering health insurance.

NJBA formed the NJBA Member Benefits Trust (MBT) to help our members with this issue. In affiliation with the Association Master Trust (AMT), a not-for-profit self-funded Multiple Employer Welfare Arrangement (MEWA) you can now enroll in a health benefit plan that provides you, your family, and employees with quality health, prescription, dental and life benefits at a great rate with unparalleled service from AMT.

Equally important, **AMT has a track record of increasing premiums around 10% per year for the past ten years.** When you combine the great rates that they offer with an increase that is less than the industry standard, it is a win-win for you. AMT has numerous plans available to meet your specific needs. Representatives of AMT are available to work with you and your employees on enrollment, claims, coverage continuation (COBRA, NJ Continuation) and HIPAA requirements. Currently, it contracts with Horizon Blue Cross Blue Shield of NJ to provide access to Horizon's outstanding network of hospitals and doctors in New Jersey. In addition, AMT provides the "Blue Card" which gives members access to the National Blue Cross Blue Shield network of participating providers. **This is particularly important if you have a child in college outside of New Jersey who may not be covered by your current plan.**

Below are answers to many of the questions we have fielded about NJBA's association with AMT, as well as the health benefit options. I encourage you to talk to a representative of AMT today to discover for yourself if you can reduce the cost of your health insurance. When doing so, keep in mind the compounded savings you could realize over time because of the lower annual rate increases AMT has generally passed on to its clients.

Q. What is the NJBA Benefits Trust?

NJBA formed the NJBA Benefits Trust. It's a Trust; created to provide a mechanism for our members to join together in a combined effort to obtain health benefits coverage from an insured or self-insured arrangement. The NJBA Benefits Trust is run by a dedicated group of NJBA Trustees.

Q. So, the NJBA Benefits Trust provides NJBA members with access to health coverage?

Yes. The NJBA Benefits Trust joined with the **Association Master Trust (AMT), a not for profit** self-funded MEWA. A lot has changed over the years but what hasn't changed is AMT's dedication to provide our members with access to quality health benefits plans at the best possible cost. AMT contracts with Horizon Blue Cross Blue Shield of New Jersey for network access and benefit administration.

Q. Is Horizon Blue Cross Blue Shield of New Jersey the insurer?

No, AMT's program is self-insured. AMT contracts with Blue Cross Blue Shield of New Jersey to provide benefit administration, and to purchase what they call "stop-loss" insurance to cover catastrophic claims. AMT operates in accordance with the NJ MEWA law requiring strict solvency standards and is registered with the NJ Department of Banking and Insurance.

Q. What is the NJBA / AMT Advantage?

Simply stated, we are talking about a health benefit plan with an ID card that says Association Master Trust/Horizon BlueCross Blue Shield of New Jersey. What this means is that, together, we're providing health and prescription coverage through one of the largest provider networks in the country, recognized throughout New Jersey, across the country and around the world for benefits administration. The core product is built on the Direct Access platform. There is no gatekeeper, no hassle and the pricing is great!

But again, it's AMT's structure that really sets it apart from the competition. AMT is a collection of association-established benefit trusts operating on a not for profit basis. AMT is run by a Board of Trustees. The AMT Trustees are selected by the association benefit trusts according to formula. In conjunction with inside and outside professional staff, the program is run by members for members, not insurance companies trying to make a profit.

With AMT there are no outside broker commissions to pay, its administration costs are low and there are no "shareholders" demanding profits. As I mentioned previously, AMT plans are priced as low as possible while still offering state of the art benefit plans and truly exceptional service; and the commitment to members remains the primary focus, as evidenced by the dividend return previously mentioned.

Q. And AMT Today?

A great option for health coverage! Currently AMT includes 13 participating New Jersey associations providing coverage to nearly 1,350 companies and 9,000 employees and their dependents. Every NJBA member should take a look at the plan. AMT is a terrific benefit program and it doesn't cost anything to check it out and see if it's the answer to your company's health coverage needs.

Q. How do I find out more about how AMT can benefit my company?

For more information about the exceptional benefit plans available from Association Master Trust please contact AMT Marketing at (973) 379-1090 or info@amt-nj.com.