

integrated



minds

solutions



Medical Insurance

- ▶ Fast and easy inquiries by policy number or client name let you offer clients more information and faster service
- ▶ Automatic posting to AXIS General Ledger eliminates manual errors, for fast and accurate accounting
- ▶ Quick, accurate production of settlement reports provides a complete sales record
- ▶ Centralized electronic settlement eliminates individual branch settlement
- ▶ Extensive analysis reports provide cost effective management tools
- ▶ The ability to print policies eliminates tedious paperwork for the client and provides a legal client record
- ▶ MED supports multiple prices for one product, letting you offer single person or family rates, or client age-based rates
- ▶ The ability to set up underwriting questions lets you recognize health-related seller pricing requirements
- ▶ Billing runs for annual policies automatically generate all required bills from each billing phase, for easy policy renewal processing

The AXIS Medical Insurance (MED) module processes medical insurance policy transactions. Integrated with the AXIS Point-of-Sale, Membership, General Ledger and Accounts Payable modules, MED lets Counter Service tellers sell, refund, extend and cancel policies, and automatically updates clients' Services Utilized histories and the appropriate company accounts.

MED offers many time-saving options, including electronic settlement, and accommodates cost-effective growth by handling multiple branches, tellers and products.

Processing MED Transactions

Using MED, AXIS Point-of-Sale tellers can readily:

- verify memberships, identifying address and spelling errors automatically
- sell day trip insurance policies, annual coverage, or top-up coverage for existing annual policies
- log trips taken by a client and covered under an annual policy, for reference by the club or branch
- renew a client's annual policy
- change annual policies, and day trip and top-up coverage
- extend day trip policies that are in effect
- fully or partially refund a day trip or annual policy. You can set up MED to prohibit refunds for certain products, or for policies that involve claims. Refunds update accounts in AXIS Accounts Payable.
- print policy receipts with complete policy and client information, eliminating tedious paperwork for the client and providing a legal policy record. The client just signs his or her name. A teller can reprint a receipt at any time. Your club can set up different policy receipt formats, by seller.

Once a teller completes a MED transaction, MED updates the client's Services Utilized history—providing valuable member service, lifetime value and marketing information.

Printing Annual Cards

When annual policies require cards, you can set up MED to print individual cards immediately when a client purchases the policy, or to cache cards for later batch printing. When you choose to print cards later, MED offers a complete list of annual cards, by seller, allowing you to review card information for accuracy prior to printing.

Pricing Policies

When a teller processes a transaction, MED automatically provides pricing information and determines your club's commission based on the specified product and on client information (such as the client's age). Your club can set up multiple policy prices, letting you provide single person, family and age-based rates for each product offered at your club. MED also lets you enter price changes to take effect at a future date.

For sellers who price policies based on client responses to health-related questions, MED allows you to set up underwriting questions, specific to the seller. When a teller processes sales of a product with underwriting questions, MED automatically prompts for appropriate responses. If a client answers "Yes" to any question, the policy must be medically underwritten and priced accordingly.

Processing Policy Renewals

MED provides complete policy renewal processing, allowing your club to issue renewal bills and/or reminder letters to clients whose annual policies are coming due, to report on outstanding renewals, and to process received payments.

With MED, you can set up as many billing phases as required (for example, to issue first bills 30 days before a policy comes due, second bills on the policy due date if the client's payment remains outstanding, third bills 20 days after second bills, and so on). Each time you initiate a billing run, MED automatically prints only required bills from all billing phases.

Using Electronic Settlement

To eliminate individual branch settlement, MED allows centralized electronic settlement of policy sales for all branches. With electronic settlement, your club transmits an accurate account of daily transactions on-line, directly to the appropriate seller.

MED also offers quick, accurate settlement reports. These reports provide summary or detailed settlement information, including policy details and premiums, and comparisons of current and previous coverage.

Performing Inquiries

To help users evaluate policies and answer client queries, MED provides fast and easy inquiries by policy number or client name, at any time. The Policy Inquiry lets users expand transaction records to display order details and trips covered under each policy. The inquiry also offers a table look-up of all policies entered for the client, showing summary information for each policy.



Related product sheets:

- Membership
- Point-of-Sale
- General Ledger
- Accounts Payable

Generating MED Reports

MED supplies a full range of settlement, commissions due, sales/productivity (by branch, seller, teller and product), partial payment, and outstanding renewal reports. A Price/Commission Listing shows prices and commission fees set up for each product offered by your club.