

# Health Insurance: Better, Cheaper, Safer



**PAUL ZANE PILZER** is a world-renowned economist, a former advisor in two White House administrations, an entrepreneur, an award-winning adjunct professor at NYU, and a New York Times bestselling author. A former commentator on NPR and CNN, he is also the cofounder of the leading company providing individual health benefits to employees of Fortune 500 companies. His previous books include the *New York Times* bestseller *God Wants You to Be Rich*, *The Wellness Revolution*, *Other People's Money*, and *Unlimited Wealth*.  
***About The New Health Insurance Solution***

Choosing a health insurance plan can be confusing, expensive, and frustrating. But health insurance doesn't have to be this way. Numerous families and businesses go bankrupt each year because they don't realize there are affordable ways to get health insurance. And they can get health insurance without getting it through their employer.

Paul Zane Pilzer's new book, *The New Health Insurance Solution*, explains how you can get better, cheaper, and safer health insurance, and save thousands of dollars a year on all your healthcare costs. The book also explains why you should take your spouse and children off your employer health plan, how to use the new Health Savings Accounts (HSAs) to get a double tax break, how to cut prescription drugs costs by 50% or more, how to get health insurance between jobs, and how to get affordable health care for yourself or your parents in retirement.

*The New Health Insurance Solution* can help you save thousands of dollars annually if:

You work for a company that provides health insurance and need to choose the best options—Health Savings Accounts, FSAs, HRAs, and more

You're self-employed, an independent contractor, or your employer doesn't provide health insurance—you can probably get coverage on your own for about \$94/month—a fraction of what an employer would have to pay

You pay extra to cover your spouse or children under your employer-sponsored plan—you might save half the price by taking them off your employer plan

You own a small business and are getting killed by double-digit premium increases—you can now give employees tax-free money to buy their own plans and get your company out of the insurance business

You can't find affordable health insurance because you or a child have an expensive preexisting medical problem—your state has a program to provide you with guaranteed coverage

You're currently putting money into an IRA or a 401(k)—because you don't realize that an HSA is always a better option

You're unsure how you or your parents will be able to afford health insurance during

retirement, or how to maximize benefits from Medicare—including the new Part D prescription drug plan

The majority of Americans receive health care benefits from their employers. The problem is most people are left uninsured if they lose their jobs, which can be detrimental; especially if they're caught ill between jobs. But that's about to change. *The New Health Insurance Solution* explains how you can profit from recent changes in the law and in the healthcare industry that have put good quality, affordable health care within your reach. Combined with tax-free Health Savings Accounts (HSAs), consumers have a wealth of new options.

Let's look at four common health insurance problems and solutions discussed by Paul Zane Pilzer. The detailed solutions are outlined in *The New Health Insurance Solution*.

**Problem: My parents are getting older and needing more medical care. What is the best health insurance solution for seniors?**

Solution: Medicare is almost always the best solution for Americans over age 65, since the government pays most of the cost. However, the average senior on Medicare still spends about \$4,000 a year for out-of-pocket medical items and supplemental insurance that Medicare does not cover—which is why every senior should have a Health Savings Account. Chapter 8 explains the components of Medicare, how to choose the best options for your parents, supplemental “Medigap” insurance policies, and the new Medicare Part D prescription drug insurance that begins in 2006.

**Problem: I just lost my job and lost my health insurance.**

Solution: You should apply and get accepted for your own individual/family health insurance policy as soon as possible. If you already have a Health Savings Account, you are allowed to withdraw money tax-free from your HSA to pay health insurance premiums while receiving unemployment benefits. When you purchase your individual/family policy, if you are healthy you can get up to three and a half months worth of free coverage from your former employer, typically worth \$1,400 or more, if you follow the “COBRA loophole” described in Chapter 3.

**Problem: What's the best way to shop for my own individual/family health insurance policy?**

Solution: There are three basic methods to shop for a policy: (1) Call insurance companies yourself. (2) Find a local agent in your state. (3) Shop online. See Chapter 4 for specific instructions on each method, including recommended phone numbers and web sites. The cost is the same regardless of which method you choose, since all states prohibit carriers and agents from discounting the stated prices of their policies or rebating commissions to consumers. Most people prefer to shop online and then work with a licensed agent—Chapter 4 explains how to locate a qualified agent in your state.

**Problem: If someone in my family has a significant monthly prescription drug expense, what are our options?**

Solution: See Chapter 9 for how to save up to 75 percent on prescription drugs including drug discount cards, choosing the right pharmacy coverage, shopping overseas pharmacies, substituting generics, and using different less expensive prescriptions. Also see Chapter 10 for how to save 100 percent—by working with a doctor to stop taking prescriptions entirely. If you or your parents are seniors, make sure you know about the new Medicare Part D prescription drug program that begins in 2006 and costs only about \$37 per month. This is explained in Chapter 8, along with how to enroll immediately before you experience a permanent lifetime price increase.

**Fact Resources:**

To purchase your copy of *The New Health Insurance Solution*, (Copyright © 2005 by ZCI, Inc.) log on to: [www.CBN.com](http://www.CBN.com)

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To learn more about Paul Zane Pilzer, visit his website: [www.paulzanepilzer.com](http://www.paulzanepilzer.com)

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