



**KSI CONSULTING, LLC**  
"The Specialty Insurance Professionals"

**Primary Blanket Accident Insurance Plan for  
Uninsured/Underinsured Intercollegiate Athletes**

**Current Challenge**

As we all know, many student-athletes come to campus without the benefit of primary health insurance and while student plans offer an affordable health insurance option, they rarely cover costs associated with athletic injuries. This leaves the athletics department's "excess/secondary" basic accident medical insurance plan exposed if the student-athlete suffers an injury while practicing for or competing in intercollegiate athletics. Because historic losses largely dictate basic accident premium, the more frequently your policy pays as if it were primary, the worse your losses become thus creating higher premiums. Add to this the "out-of-pocket" expenses you incur within a primary insurance plan's deductible and it becomes very apparent that the costs of injuries to uninsured athletes can have a significant adverse financial effect on your institution's basic accident medical program.

**Solution**

Institutions participating in an excess/secondary intercollegiate basic athletic accident medical program offered through KSI Consulting may elect to enroll in this Primary Blanket Accident Insurance Plan\*. This optional primary program is underwritten by United States Fire Insurance Company and was developed to assist those institutions that have implemented (or would like to implement) a primary insurance requirement to control costs.

**How it Works**

- The program offers a \$5,000 medical maximum - \$0 deductible - primary accident insurance coverage for all uninsured or underinsured student-athletes. The limit applies specifically for athletic injuries and is not a substitute for standard health insurance. This plan mirrors the benefits elected for your excess/secondary basic athletic medical insurance program.
- Coverage is mandatory for all student-athletes, student coaches, student managers, student trainers and student cheerleaders who do not have primary insurance based on the institution's records.
- The institution will purchase the coverage through KSI Consulting and will provide a roster of all uninsured individuals at the beginning of the school year. Additional individuals can be added throughout the year if the institution becomes aware that primary insurance is no longer in force on a student-athlete.
- Claims will be managed by one of our approved third party claims administrators and discounts will be applied consistently with discounts for your excess/secondary basic accident plan.
- Premium will be **\$475 per person** per policy year for a \$5,000 limit with a \$0 deductible and the plan will be effective on the later of 8/1 or the date of enrollment and premium receipt.

**Benefits**

- Effective, convenient method to control basic accident medical program losses and premium.
- Helps keep premium and expenses lower by transferring costs of primary insurance to uninsured student-athletes rather than absorbing as part of the overall basic accident policy.
- Provides a solution for institutions that want to implement a primary insurance requirement but have found availability of appropriate coverage to be an obstacle.
- Available exclusively to KSI Consulting clients.
- Seamless claims management between primary plan, basic accident and catastrophic layers of coverage.

**Frequently Asked Questions**

*Does the institution or the student-athlete pay for coverage?*

The institution will pay the premium for all individuals when it submits the roster but has the option to collect the premium from student-athletes.

*If we include an individual on the roster and they subsequently get coverage elsewhere - will we receive a refund?*

No, the plan does not allow for premium refunds. The goal is to keep the program administration to a minimum to make it easier for you to use and to allow us to keep the expenses low.

*If we add an individual part way through the year will premium be pro-rated?*

No, the full premium will be required anytime an individual is added to your list of uninsured athletes. This is because the actual exposure to a loss is seasonal and therefore, a pro-rata premium adjustment does not reflect the true exposure.

*If someone plays more than one sport, do we need to enroll him/her more than once?*

No, the annual premium is the same regardless of the number of sports played.

**\*subject to approval; institution must purchase the basic excess medical product offered by US Fire Insurance Company**