

GeoBlue Individual Products: Seller's Guide

Product	Target Market	Eligibility	Benefits	Sell as ...	Where to Find Customers	Ways to Market	Average Premium
GeoBlue Xplorer Essential, Premier and Select	<ul style="list-style-type: none"> American expatriate High net-worth global lifestyle International business assignee Foreign worker in the U.S. 6 month minimum 	<ul style="list-style-type: none"> Premier and Essential are available ages 18 - 74 Select is available to ages 18 - 64 Persons under age 18 must be listed as a dependent of a parent or guardian to be eligible for coverage. Select plan requires a primary health plan 	<ul style="list-style-type: none"> International Health Insurance Unlimited Lifetime Max on Medical 100% Coverage Abroad 	<ul style="list-style-type: none"> an Individual Expatriate Plan 	<ul style="list-style-type: none"> Employers, Church and Missionary Organizations Embassies, Expatriate websites, Chambers of Commerce Exchange programs, Associations, International Property Managers Financial Consultants 	<ul style="list-style-type: none"> Website Direct Mail Face to Face Telemarketing 	<ul style="list-style-type: none"> Xplorer Essential: \$2,800 Xplorer Premier: \$6,400/year Xplorer Select: \$2,800
GeoBlue Navigator	<ul style="list-style-type: none"> Missionaries Marine/Crew Members Student/Faculty 3-6 month minimum 	<ul style="list-style-type: none"> Age 18-74 Affiliated with a mission group/church Affiliated with a vessel Full/Part time association with a university Available to students between 14 and 18 years old. All other primary applicants must be at least 18 years old. 	<ul style="list-style-type: none"> International Health Insurance for Marine, Missionary or Student/Faculty Unlimited Lifetime Max on Medical 100% Coverage Abroad 	<ul style="list-style-type: none"> an Individual Expatriate Plan 	<ul style="list-style-type: none"> Church and Missionary Organizations Not for Profit and NGOs Universities/Colleges Marine/Yacht Associations Crew Placement Agencies Crew Training Yacht Management Companies 	<ul style="list-style-type: none"> Website Direct Mail Face to Face Telemarketing Conferences 	<ul style="list-style-type: none"> \$3,490/year
GeoBlue Voyager Single Trip Essential & Choice	<ul style="list-style-type: none"> Leisure traveler Missionary traveler Senior traveler Study Abroad Teach Abroad Trips up to 6 months out of the U.S. 	<ul style="list-style-type: none"> Age 18-84 Dependents Available to customers under 18 years old if parent is purchasing on their behalf. Children under 6 must be enrolled with a parent Guaranteed issue 	<ul style="list-style-type: none"> Up to \$1 Million Limit Illness and Accident Medical Evacuation 	<ul style="list-style-type: none"> Supplemental Coverage Plan for a single trip abroad 	<ul style="list-style-type: none"> Employers, Church and Missionary Organizations Universities/Colleges Embassies, Expatriate websites, Chambers of Commerce Exchange programs, Study Abroad programs, Associations 	<ul style="list-style-type: none"> Website Direct Mail Face to Face Telemarketing 	<ul style="list-style-type: none"> \$90
GeoBlue Trekker Multi-Trip Essential & Choice	<ul style="list-style-type: none"> Leisure traveler Business traveler Early retiree/Medicare Trips up to 70 days 	<ul style="list-style-type: none"> Age 18-84 Dependents Available to customers under 18 years old if parent is purchasing on their behalf. Children under 6 must be enrolled with a parent Guaranteed issue Primary plan required 	<ul style="list-style-type: none"> Up to \$250,000 International Medical Limit Illness and Accident Medical Evacuation 	<ul style="list-style-type: none"> Supplemental Coverage an Annual Plan for multiple trips 	<ul style="list-style-type: none"> Employers, Chamber of Commerce, Retirement Communities Financial Consultants 	<ul style="list-style-type: none"> Website Direct Mail Face to Face Telemarketing 	<ul style="list-style-type: none"> \$230