

WHY GO GAP?

What Is Gap Cover, And Why Do You Need It?

Here's a worrying statistic for you - over 80% of South Africans don't have medical aid cover. Now here's another one: Only just over 15% - 20% of the people who do have medical aid also have gap cover.

So what's the problem? Why have approximately 80% of all people on medical aid in South Africa chosen not to have gap cover?

Many people feel that because they're already paying a considered amount every month for medical aid cover, there's no need to pay additional premiums for gap cover. Unfortunately, this could well end up being a case of false economy. Gap cover is highly affordable (usually well under R500 a month for an entire family). And, as its name implies, it bridges the gap between what your medical aid covers, and what your healthcare provider actually charges. Without it, you could be liable for thousands, or even tens of thousands of Rands in additional costs that fall outside of the limits set by your medical aid. Even the best products on the most high-end medical aid policies don't cover all the costs for which you could be personally financially liable.

Here's how it works:

Every year, your medical aid sets a base rate that every medical professional can charge for every procedure. Depending on which medical aid you're on, and which tier of cover you have, you are probably covered for between 100% and 300% of that rate.

The problem, however, is that it's very common for specialists, such as surgeons and anaesthetists, for example, to charge between 400% and 500% of medical aid rates. Your policy will then cover some of the cost, but you will be liable for the rest.

This is why you need gap cover.



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Go For The Gap!

In South Africa, spiralling medical costs mean gap cover is practically mandatory, particularly if you want to take advantage of specialist treatment and care at private medical facilities. In most cases, medical aid members find there is a significant shortfall between what their medical scheme pays and the actual cost of treatment while hospitalised. This is simply because service providers are fully entitled to charge well over the standard tariff rate, which is currently unregulated and has been based on the 2009 National Reference Price List, with compounded annual increases which have largely been linked to CPI. This shortfall has to then be paid by someone - and if you don't have gap cover, that someone is you.

Remember that although gap cover is NOT medical aid, you do have to have medical aid before you can have gap cover. It then works in conjunction with your medical aid to make up the shortfall between what you're charged by specialists and hospitals, and what you can successfully claim from your medical aid.

Gap cover benefits vary from option to option, as do premiums, but many policies offer such benefits as:

- Accidental death and disability
- Co-payment assistance
- Oncology cover
- Casualty cover
- International medical treatment (if you need care while travelling)

Choosing The Right Gap Cover

There are many gap cover providers out there, and choosing the right one for you and your family can get very confusing. Before making the decision, first make completely sure of exactly what cover you have with your medical aid - you'll then have a far better idea of the type of cover you need to look for in your gap cover provider.

Look at what in-hospital benefits you're entitled to, for example. And what percentage above those your particular scheme will pay. Find out what co-payments apply - these are very common, particularly for diagnostic procedures. Check for sub-limits, or caps, on what your scheme will pay for certain materials - such as prosthetics - as well as on the meds you take home with you after hospitalisation. Rehabilitative care and physiotherapy are also commonly subject to limits. Also look at your out-of-hospital benefits - what gets paid out of savings, for example? This is where your financial broker plays a critical role - they have a very good understanding of the different nuances of gap offerings in the market, and would be in the best position to guide you with your decision.

Once you've got a really good grip on what you're already covered for with your medical aid, you can then start looking for a gap cover provider to fill in all the missing pieces.



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Kaelo Gap Fusion And Western Gap

At Kaelo, we understand how important it is for you and your family to have access to private, quality healthcare without having to worry about the cost. This is what you get with KaeloGap, Fusion. Now you can choose the best doctors without worrying about who will pay. KaeloGap, Fusion is compatible with all medical aid schemes in South Africa, giving you choice, freedom, security and peace of mind. For instance, the Shortfall Benefit provides an additional 500% of the medical aid rate, covering shortfalls for all service providers such as surgeons, radiologists, pathologists and physiotherapists.

Kaelo is also proud to announce our recent partnership with Western National Insurance, a move which not only increases our gap cover offering, but which also significantly grows our gap cover business, boosting our market share to the second largest Gap Cover provider in South Africa.

Kaelo sees significant growth opportunities in the gap cover market as medical scheme costs continue to outpace consumer inflation, so the partnership with Western National Insurance serves to strengthen our position in this dynamic sector of the medical insurance market.

To find out more about KaeloGap and our Western National Insurance product, WesternGap, please [click here](#).

Why choose to JUMP?

No general waiting periods - get covered from inception date

Benefits Include

- Tariff Shortfalls
- Standard Co-payments
- Accidental Emergency - Casualty Cover
- Accident / Trauma - Related Dental - Implants
- Step Down Facility

Join NOW

Jump the Gap
westerngap

shortfall cover

Western Gap ensures you are able to choose the best medical care for you and your family by covering the payment shortfalls your medical scheme does not.

For more information about Western Gap Cover, talk to your HR representative, or contact your intermediary.



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