



Jay Gilbert, president and CEO of PHP, with Mike Landram, interim president of the Greater Fort Wayne Chamber of Commerce, and Don Schenkel, chairman, Tower Financial Corporation and Greater Fort Wayne Chamber Chairman of the board of directors

A COMMUNITY PARTNER

Physicians Health Plan (PHP) joins forces with area chambers of commerce to offer health insurance discounts to members.

article by Christine Velagapudi

photo by Steve Vorderman

Finding a local health insurance company that cares as much for its community as it does for its clients is usually a tall order. Fort Wayne's Physicians Health Plan of Northern Indiana has managed to accomplish both.

Through working with area chambers of commerce to offer health insurance discounts to chamber members and contributing consistently to organizations like Matthew 25 Health and Dental Clinic, Neighborhood Health Clinics and the Super Shots program, PHP makes a positive mark not only locally but throughout northern Indiana, as well.

Health Matters, PHP's moniker for its chamber program, is a perfect example of the company's commitment to the area. Developed in spring 2001 as a joint effort between the Fort Wayne Chamber of Commerce and PHP, Health Matters has since expanded to 23 regional chambers

per their requests and continues to grow.

Health Matters offers small business chamber members who qualify for health insurance coverage a savings on their group insurance when they choose PHP as their provider, with a discount of up to five percent on health insurance premiums. Chamber members with two to 50 employees eligible for coverage qualify for the rate reduction, and businesses that already participate with PHP automatically qualify for the discount upon annual renewal of their PHP coverage and chamber memberships.

"It's a contribution that's been invaluable to chamber members in more ways than one," says Mike Landram, interim president of the Greater Fort Wayne Chamber of Commerce. "PHP

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*Mike Landram, interim president
of the Greater Fort Wayne Chamber of Commerce.*

Participating Chambers

- Angola Area Chamber of Commerce
- Auburn / Butler Chamber Partnership
- Berne Chamber of Commerce
- Columbia City Chamber of Commerce
- Decatur Chamber of Commerce
- Greater Elkhart Chamber of Commerce
- Garrett Chamber of Commerce
- Goshen Chamber of Commerce
- Greater Fort Wayne Chamber of Commerce
- Greater LaPorte Chamber of Commerce
- Huntington Chamber of Commerce
- Kendallville Area Chamber of Commerce
- LaGrange County Chamber of Commerce
- Logansport-Cass County Chamber of Commerce
- Middlebury Chamber of Commerce
- Nappanee Chamber of Commerce
- New Haven Chamber of Commerce
- Peru / Miami County Chamber of Commerce
- Syracuse / Wawasee Chamber of Commerce
- Wabash Chamber of Commerce
- Wakarusa Chamber of Commerce
- Warsaw / Kosciusko Chamber of Commerce
- Wells County Chamber of Commerce

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PHP's interaction with the chamber originated when the chamber sought a community partner to help relieve financial pressure brought on by the rising cost of healthcare. As a local, not-for-profit health insurance carrier, PHP crafted the program to help curb costs. For participants who weren't previous chamber members, most have seen company healthcare savings through Health Matters far exceed the cost of chamber membership, creating a win-win situation.

"As an insurance agent we participate with the Fort Wayne and New Haven chambers of commerce and give our clients the five percent discount," says Michelle Walters, executive vice president of Group Insurance Services of Fort Wayne. "It's an added value for people who become members of one of the participating chambers. Plus, it helps us stay competitive in the current economy."

Benefits flow both ways. While participants receive the insurance discount, area chambers can also reap rewards. Health Matters helps these organizations maintain participation by providing extra value to their members, such as networking and additional educational opportunities.

Physicians Health Plan is honored to serve area residents, and partnering with area chambers is just another way to do that. By providing the type of insurance members of this community deserve and taking care of the lives they touch, PHP strives to fulfill its passion to be the best insurance company in northern Indiana.

For more information on the discount program or participating chambers, contact PHP at (800) 982-6257 or www.phpni.com and click the Chamber Discount Program link. •

Physicians Health Plan

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Fort Wayne, Indiana 46804

Phone: (260) 432-6690 or 1-800-982-6257

Website: www.phpni.com

President and CEO: Jay Gilbert

Number of employees: 103

Years in Business: 26

Services: PHP offers fully insured health insurance products and services to businesses, individuals, and families.

Products: HMO, POS, high deductible health plans compatible with HSAs, HRA and FSA options, Rx, dental, life, and disability.

PHP and your Chamber.
The local answer to the healthcare crisis.



PHP, in conjunction with your local Chamber of Commerce, is offering a discount up to 5% on employee health insurance. Select the PHP plan of your choice and save. All you have to do is be a Chamber member or join today, and have a business with 2-50 employees that are eligible for coverage. Save money by staying local with your health insurance, courtesy of PHP, the physician-owned, not-for-profit health insurance company. To sign up or find out more contact PHP or your local Chamber.

800-982-6257 www.phpni.com



The insurance your health deserves.