**Macatawa Bank – Health Savings Account – ADA Compliance**

**Heath Savings Account**

* **What is an HSA**

Visual: The Macatawa Bank logo is pictured on screen with the words, “Health Savings Account: Helping to control your health care costs” written underneath it.

Audio: If you're like most people, you're looking for ways to control your health care costs.

Visual: Two polaroid pictures appear on the right side of the screen. They are stacked vertically. The top picture is a family portrait. The family is sitting on their front porch. The picture includes the mother, father, and four children. The bottom picture is of a little boy and a Dentist. The little boy is sitting in the dentist’s chair and the dentist is teaching him how to brush teeth using a clay model of teeth.

Audio: For you...

Audio: and for your family.

Audio: Health Savings Accounts... or H-S-As might be just the answer.

Visual: The screen turns into a whiteboard. A blue marker writes, “Heath Savings Account” at the top of the whiteboard.

Audio: Exactly what the name implies, a Health Savings Account...

Visual: The words, “An account specifically for health & medical expenses” appear underneath the title. The marker underlines health & medical expenses.

Audio: is a savings account set up specifically for health and medical expenses.

Audio: There are many advantages to having an HSA.

Visual: A bullet point, “Control Health Care Costs” appears on the whiteboard.

Audio: In particular, it can help control your health care costs.

Visual: Another bullet point, “Freedom of Choice” appears on the whiteboard.

Audio: And it allows for more freedom of choice over health care decisions affecting you and your family.

Visual: A bullet point, “Fully Portable” appears on screen.

Audio: HSAs are fully portable.

Audio: It's your own savings account and it stays with you even if you change jobs.

Visual: A bullet point, “Save for Retirement” appears on screen.

Audio: Plus, the balance in your account rolls over year after year...

Audio: making this an ideal way to save for those retirement years.

Visual: A bullet point, “Tax Advantages” appears on screen.

Audio: You can use your HSA savings to pay for eligible medical expenses...

Audio: or save for your retirement.

Audio: Either way there are many tax advantages with an HSA.

* **How Does an HSA Work?**

Visual: The Macatawa Bank logo is visible on screen with the words, “How Heath Savings Accounts Work” written underneath.

Audio: Now you're probably wondering how an HSA works.

Visual: The screen is a whiteboard and a marker writes the words, “A Health Savings Account is NOT an insurance plan”.

Audio: A Health Savings Account...

Audio: is NOT an insurance plan.

Visual: The words, “It’s a savings account designed for those with a qualified HDHP” are written underneath. There is also a link to click on where you can view the requirements. If you click on the link, it takes you to a chart of the HDHP Requirements. There is a link at the bottom that will close the chart and take you back to the previous page.

Audio: It's a savings account designed for those with a qualified High Deductible Health Plan...

Audio: or HDHP.

Visual: A blank whiteboard appears. There are bullet points listed about what HDHP’s usually have. Those are presented in the audio portion of the video as well. A blue rectangular shape appears on the right side of the screen. This has the words, “Low monthly premium with your HDHP” written in it. Another teal rectangular shape appears alongside the blue rectangle. This has the words, “Higher annual deductible” written in it.

Audio: These health plans usually have lower premiums...

Audio: and higher annual deductibles, than traditional health insurance plans.

Audio: The big difference is that...

Visual: An image of a Co-Pay card and a Prescription Card appear on the right side of the screen.

Audio: while HDHPs don't offer co-pay plans or prescription cards...

Visual: The marker draws a long horizontal line from the center of the whiteboard to the end of the whiteboard on the right side.

Audio: they usually place a lower cap on your total out-of-pocket expenses.

Visual: A green rectangle appears on the right side of the screen with the words, “Money Saved” written inside it.

Audio: With this lower cap...

Audio: a High Deductible Health Plan can save you money...

Visual: The green rectangle turns into a white and gray image of a calendar with the title, “The Rest of the Year.” The dates fall off of the calendar and the word, “PAID” is written across it.

Audio: on major medical bills and prescriptions over the course of the year.

Visual: A number 1) is written by the marker.

Audio: So...

Visual: “Enroll in an HDHP” is written next to the number 1). Two polaroid pictures appear underneath this. The first picture on the left side of the screen is of a woman shaking hands with a man. The image on the right side of the screen is of a man sitting on a couch with an open laptop computer sitting in his lap. He is looking over his shoulder and smiling at the camera.

Audio: the first step to getting your own Health Savings Account...

Audio: is to enroll in a High Deductible Health Plan through your employer...

Audio: or on your own, if you're not already in one.

Audio: Once you're enrolled in an HDHP...

Visual: A number 2) is written on the whiteboard.

Audio: the next step is simple...

Visual: “Open your HSA with us!” is written next to the number 2).

Audio: open your Health Savings Account with us.

Visual: Macatawa Banks contact information appears underneath the 1) and 2) bullet points. The number (877) 820-2265 appears and the words, “We’re happy to answer questions and help you set-up your account” are also visible.

Audio: Contact us...

Audio: and a representative will be happy to answer questions...

Audio: and help you set up the account.

Visual: The contact information disappears and the number 3) is written on the whiteboard with the words, “Fund your HSA” written next to it.

Audio: Funding your new HSA is easy too.

Visual: The numbers disappear. The marker draws a long, horizontal line from the center of the screen to the end of the board on the right side. Just above the line a blue rectangle appears with the words, “Low Monthy Premium with your HDHP” written inside. An orange rectangle is bordering the blue rectangle. This has the words, “Typical Insurance Premium” written in it.

Audio: The High Deductible Health Plan you enroll in typically offers lower insurance premiums.

Visual: The orange rectangle moves so it is now on top of the blue rectangle. It turns green and the words, “Money Saved” are now written in it. The green box moves back to where it started from. The words, “My HSA” is now written in the green box.

Audio: The money you save with these lower premiums may be invested tax-free into your personal HSA account.

Visual: A chart for Contribution Limits for Self and Family Plans appears on the whiteboard screen.

Audio: There's a maximum amount each year that you can put in...

Audio: but anyone, including your employer, yourself or even a friend...

Audio: may contribute to your Health Savings Account...

Audio: up to that maximum amount.

Visual: The chart disappears. At the bottom, right corner, there is a long, horizontally drawn line from the center of the screen to the end of the whiteboard. Right above the line, a green rectangle appears with the words, “Money Saved’ written inside. Several silver coins appear above the green rectangle. The coins fall behind the rectangle and disappear.

Audio: And contributions by individuals are tax-deductible from your gross adjusted income.

Visual: An image of a paycheck appears in the top, left corner of the screen. A pair of scissors cuts through the paycheck.

Audio: Contributions you make through your employer may be deducted from your gross pay.

Visual: The marker moves half of the paycheck over to the right side of the screen. The other half disappears.

Audio: That way you won't pay state or federal taxes on money going into your HSA.

Visual: Several silver coins appear on screen on the top right side. They are above the green rectangle with the words, “Money Saved”. The silver coins drop down behind the green rectangle and disappear off the screen.

Audio: So the money invested into your Health Savings Account may be tax-free going in...

Visual: A smaller pink rectangle appears from behind the green rectangle. It is slightly above the green rectangle and is tilted at an angle. It has the words, “Medical Expense” inside it.

Audio: and it's tax-free going out...

Audio: when used to pay for qualified medical expenses.

Visual: Everything except the green rectangle at the bottom right side of the screen with, “Money Saved” written on it disappears from the screen

Audio: Once you've opened and funded your HSA...

Audio: paying for qualified medical expenses is as easy as paying with your checking account.

Visual: An image of a check and a debit card appear from behind the green rectangle.

Audio: Just use the checks, debit card, or other payment method provided with your account.

Visual: A blank whiteboard appears. A list of items that you can pay for from your HSA account appears.

Audio: The list of items you can pay for from your Health Savings Account is extensive.

Audio: It encompasses a wealth of medical, surgical, dental and vision expenditures.

Audio: As well as prescription costs for you and your family.

Visual: A link appears at the bottom of the screen. You can click on it to get the complete list from the IRS in PDF format.

Audio: With an HSA you have more options available...

Audio: and more control over meeting the health care needs for you and your family.

Visual: A green rectangle with the words, “Money Saved” written in it appears in the bottom right corner of the whiteboard.

Audio: The obvious question now is...

Audio: what happens if you don't use the money is your HSA?

Audio: It stays in your account...

Visual: Silver coins drop one by one into the green rectangle.

Audio: and builds up over time as you add to it.

Audio: This also makes an HSA an ideal way to save for retirement.

Visual: The green rectangle becomes taller and reaches to the top of the whiteboard.

Audio: All unused funds, including the interest you've earned, roll-over tax-deferred year after year.

Audio: This is similar to an Individual Retirement Account...

Audio: but there's an additional advantage.

Audio: At retirement age, you still have the option to use your HSA savings to pay for qualified medical expenses tax-free!

* **Am I Eligible for an HSA**

Visual: The Macatawa Bank logo appears on the screen with the words, “Am I eligible for an HSA?” written underneath it.

Audio: So, you like the idea of a Health Savings Account.

Audio: Great!

Visual: A picture of a stethoscope appears on the right side of the screen. On the left side of the screen, the Macatawa Bank logo is visible with the words, “Am I eligible for an HAS?” written underneath it. Bullet points with the qualifications for an HSA account are also listed. These are covered in the audio portion of the video.

Audio: Here are the qualifications...

Audio: you must be enrolled in a qualified High Deductible Health Plan.

Audio: You may not have additional coverage through a health plan that is not a qualified HDHP.

Audio: You may not be claimed as a dependent on another person's tax return.

Audio: And you may not be enrolled for Medicare.

Visual: The Macatawa Bank logo is visible on screen. Underneath this, is a section that says, “Questions? Just call (877) 820-2265 to speak to a Health Savings Account representative today”.

Audio: Contact us...

Audio: and a representative will be happy to answer questions and help you set up the account.

* **Is an HSA Right for Me?**

Visual: The Macatawa Bank logo appears on screen and the words, “Is a Health Savings Account the right choice for me” appears underneath the logo.

Audio: Now, if you're eligible for a Health Savings Account but are still wondering if one is right for you...

Audio: let's look at a sample insurance policy.

Audio: The average monthly premium for family coverage is about $900 a month.

Visual: An orange circle appears on the screen.

Audio: With some traditional health insurance plans...

Visual: 2/3 of the orange circle gets replaced with a bright green color. The words, “Major Medical” get written in the green portion of the circle.

Audio: only about two-thirds of the premium goes toward major medical insurance...

Audio: which is the portion of insurance designed to save you from financial disaster.

Visual: The orange portion of the circle turns into a pink color and, “$300.00” appears in this area.

Audio: This means that about one-third of the monthly premium you pay goes for co-pay insurance...

Visual: The pink portion of the circle gets divided into three separate pieces.

Audio: prescription cards...

Audio: and other program costs.

Visual: The circle fades away and only the three colored pieces are left.

Audio: This is money you'd spend on insurance premiums, even if you never go to a doctor.

Audio: Now let's compare the traditional plan to the Health Savings Account option.

Audio: With a High Deductible Health Plan...

Visual: 2/3 of a circle appear on the right side of the screen. The circle is bright green with the words, “Major Medical” written in it. To the left of the circle, a mathematic equation is displayed adding Major Medical Protection and Co-pay and other insurance together to get the sum for a month premium.

Audio: you keep the major medical protection...

Visual: The other 1/3 of the circle is filled in with three different colored pieces making a full circle.

Audio: but instead of paying a monthly premium for co-pay insurance or prescription cards...

Visual: The three different colored pieces disappear and a wad of cash appears in the circle. The cash turns into a blue piece that fills in the rest of the circle with “HSA” written in it.

Audio: you can invest that money into you HSA.

Visual: A mathematic equation appears to the left of the circle. It is multiplying the amount invested in your HSA by 12 months to get the sum of the amount that could be invested in your HSA in a year’s time.

Audio: In this example...

Audio: that's $3,600 a year that could be invested into your own personal Health Savings Account...

Audio: using just the savings from your new High Deductible Health Plan.

Visual: The colored circle disappears and the only part left is the blue pie piece with “HSA” written in it.

Audio: The money in your HSA is yours to use whenever you need it to pay for qualified medical expenses for you and your family.

Visual: The mathematic equation disappears from the screen.

Audio: Or...save it for retirement.

Visual: A blank whiteboard appears on screen. The Macatawa Bank logo appears. Underneath this, the words, “Health Savings Account: Control health care costs – Save for your future” are written.

Audio: Helping to control your health costs...

Audio: and save for the future.

Audio: That's the advantage of the Health Savings Account.

Visual: The Macatawa Bank logo is on screen. Underneath this, the contact information for Macatawa Bank appears. The words, “Contact us at (877) 820-2265 to open your Health Savings Account” are written.

Audio: Of course, there are a lot of details we couldn't cover in this presentation...

Visual: On the right side of the screen a special thanks message appears. It is thanking the HSA experts for their contributions to the content of this presentation. The experts are J.J. Green from Primark Inc in Grand Island, NE and Robert Hopper from Bob Hopper Insurance Services in Santa Barbara, CA.

Audio: so please view our Help Center for more information...

Audio: or CONTACT US to open your Health Savings Account today.