

# Unearthing Global Business to Grow Your Business



## A GUIDE TO IDENTIFYING INTERNATIONAL OPPORTUNITIES

International healthcare needs are not always apparent. Many companies assume their domestic health insurance plan will protect employees traveling or working abroad the same way it does inside the U.S. Unfortunately, that is not the case.

Benefits and Capabilities	Domestic Coverage	International Health Insurance
	Varies or may not be supported by most U.S. health plans	Solutions from GeoBlue®
Standardized international benefits	varies	✓
First-dollar coverage (eliminating member out-of-pocket costs abroad)	varies	✓
Medical evacuation and repatriation coverage	varies	✓
24/7/365 multilingual support for medical assistance, benefits verification and case management	✗	✓
Global telemedicine services	✗	✓
Global wellness and mental health services	✗	✓

## How to Uncover International Opportunities

Asking a few simple questions to existing clients and prospects can open the door to new opportunities, help you grow your business, and help your clients fill important gaps in care and service.

- Do you have employees that travel internationally for business meetings, conferences, or short-term work assignments?
  - Do you have expats working outside the U.S. on a long-term work assignment or foreign nationals (inpats) coming into the U.S. to work on an assignment?
  - Do you have a remote work policy that allows employees to work from anywhere in the world?
  - How many international travelers do you have? How many expats or inpats do you have?
  - Who is your current domestic healthcare carrier? Who is your current international healthcare carrier?
- For education clients (colleges, universities, prep schools, etc.):
- Do you offer study abroad programs? Number of students?
  - Do you have international students attending your school? Number of students?
  - Does the school have faculty, staff or administrators traveling on school business? How many?

You don't have to be an international health insurance expert. That's where GeoBlue comes in. **Contact GeoBlue to discuss international opportunities.**

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