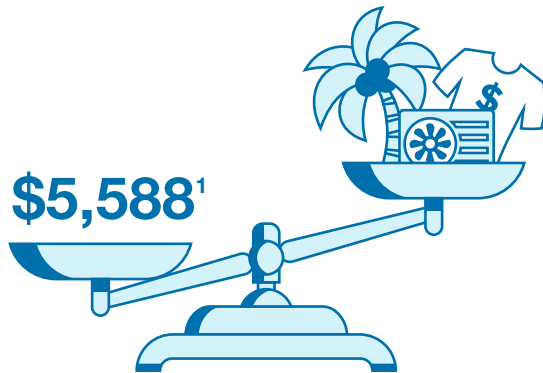


# What rising health care costs actually mean for clients and employees

Health care costs are soaring, forcing employees and their families to make serious financial trade-offs to afford treatment. Since 2010, health care premiums have climbed 55%, more than double the rise in wages or inflation.<sup>1</sup> Your clients carry part of the cost of company-sponsored health coverage, so they're feeling the impact, too.

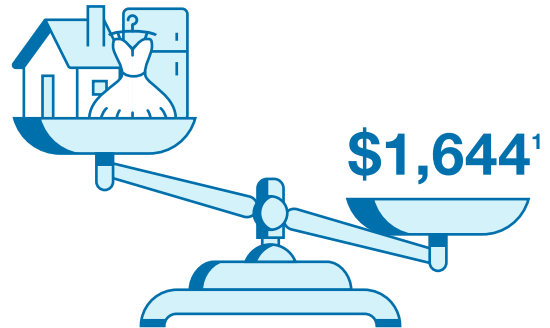
**Average price an employee paid for a family health plan in 2020**



**That's more than the average cost of:**

- A vacation for a family of four (\$4,580).<sup>2</sup>
- Replacing central air conditioning (\$5,180).<sup>3</sup>
- Clothing two families for a year (\$3,766).<sup>4</sup>

**Average health care deductible for one person**



**That's more than the average cost of:**

- A 30-year monthly mortgage payment (\$1,275).<sup>5</sup>
- Buying and installing a refrigerator (\$1,500).<sup>6</sup>
- The cost of a wedding gown (\$1,600).<sup>7</sup>

<sup>1</sup> Kaiser Family Foundation. "2020 Employer Health Benefits Survey." Published 10.8.2020. <https://www.kff.org/report-section/ehbs-2020-section-6-worker-and-employer-contributions-for-premiums/>

<sup>2</sup> CreditDonkey. "Study: Average Cost of a Vacation." Published 10.8.2020. <https://www.creditdonkey.com/average-cost-vacation.html>

<sup>3</sup> Remodeling Calculator. "Remodeling Costs for 2021: Complete House Renovation Guide—Replace Central AC." <https://www.remodelingcalculator.org/remodeling-costs/>

<sup>4</sup> Bureau of Labor Statistics. "Consumer Expenditures - 2019." Published 9.9.2020. <https://www.bls.gov/news.release/pdf/cesan.pdf>

<sup>5</sup> Business Insider. "The Average Monthly Mortgage Payment by State, City, and Year." Published 8.6.2020. <https://www.businessinsider.com/personal-finance/average-mortgage-payment>

<sup>6</sup> Home Advisor. "How Much Does Refrigerator Installation Cost?" <https://www.homeadvisor.com/cost/kitchens/install-fridge/>

<sup>7</sup> The Knot. "This Is the Average Cost of a Wedding Dress Today." Published 5.26.2020. <https://www.theknot.com/content/average-cost-of-wedding-dress>

**It's not just workers who feel the pressure. Employers feel it, too**



**90%**  
of workers have a plan in which the employer covers at least half the premium.<sup>8</sup>



**\$15,754**  
was the average employer-paid portion of a family health care plan in 2020.<sup>2</sup>

**And the struggles will likely continue for employers**



**52%**  
say rising health insurance costs keep them from increasing salaries.<sup>9</sup>



**15%**  
who offer benefits say they cannot continue to sustain the costs.<sup>9</sup>

**Aflac supplemental insurance helps with expenses health insurance doesn't cover and can help your clients and their employees better cope with rising health care costs. Talk with your broker sales representative to learn more.**

8 Kaiser Family Foundation. "2020 Employer Health Benefits Survey: Section 6." Published 10.8.2020. [Accessed 12.22.2020.](#)

9 Aflac WorkForces Report. "Workplace Benefits Trends Executive Summary." Published September 2020. [Accessed 12.22.2020.](#)

The content within is for informational purposes for agent and broker-facing audiences. This information is not approved to distribute to prospective insureds, to prospective accounts, or to use as a solicitation. Misrepresenting this, or any, information to solicit or induce an insured to lapse, forfeit, or surrender an insurance policy is prohibited by law. Any use not specifically permitted herein is strictly prohibited. Aflac includes Aflac and/or Aflac New York and/or Continental American Insurance Company and/or Continental American Life Insurance Company.