



April 2018

Physicians Oppose **Mandated Health Insurance Benefits Bill Gets Hearing (HB450)**



The House Government Accountability and Oversight Committee took testimony April 20 regarding HB 450 which would impose review and other requirements on existing health insurance mandated benefits and establish requirements for the creation of new mandated benefits.

The bills sponsor, Rep. Niraj Antani (R-Miamisburg), said the benefits to employees required by the state and Washington have made health care less affordable for Ohioans and have forced them to pay premiums for health insurance packages they do not wish to purchase.

Rep. Antani said the bill would freeze all additional health care benefit mandates in Ohio unless the price of the mandate is equal or less than the consumer price index measure for all items. In addition, the bill would require the Department of Insurance to provide a report of the cost of all current mandated benefits to the General Assembly every five years and compile a list of all health care mandated benefits currently imposed to be submitted annually, he said. The legislation would establish a committee of evidence-based medicine experts appointed by ODI to review the ongoing clinical efficacy of each mandated benefit and to make recommendations to the General Assembly, Rep. Antani said.

Lastly, the bill will inform consumers of the real costs associated with mandated benefits by requiring all insurance carriers to provide notice to consumers of all mandated benefits, the sponsor added.

"State overreach in the health care market has led to inflated health care costs, and has hindered business expansion in this state," the sponsor said.

Rep. Antani said the bill isn't targeting exams or tests, and instead focuses on mandated benefits such as the requirement in legislation passed last session to require plans to cover autism services.

Physicians Oppose

Testifying for the Ohio State Medical Association (OSMA), senior director of government relations, Tim Maglione, said "The OSMA strongly opposes creating any statutory criteria that would limit a future General Assembly's consideration of new health insurance coverage requirements. As many of you know from



experience with these issues -- and from my own personal 24 years of experience with the OSMA -- no mandated benefit has ever been enacted without a thorough and deliberative process to assess its policy implications.

Proponents, interested parties and opponents have weighed in on all of the various proposals through numerous legislative committee hearings, floor debates and eventually commenting to the executive branch. "In short, these are not the types of issues that get done without considerable debate," he continued.

"As such, we don't believe future legislatures should be restricted by some arbitrary set of 'qualifications' before new proposals can be enacted, i.e., medical expense inflation must be lower than CPI or whether any other state has enacted a similar proposal."

Ohio Senate Passes Bill to Give Advisors Immunity for Reporting Elderly Abuse

The Ohio Senate has unanimously passed SB158 to provide immunity for financial Advisors who report elderly abuse. The bill aims to fight fraud targeting older Ohioans by requiring financial professionals to report suspected elder abuse and providing them with immunity for those reports. Currently, advisors who report elderly abuse can be sued by unhappy relatives. The bill also requires education for financial professionals on the mandatory reporting requirements.



Sen. Steve Wilson (R-Maineville) says the bill would make financial institutions, advisers, accountants, financial planners, notaries and real estate brokers mandatory reporters for suspected elder fraud. It would also provide them with immunity in cases where possible fraud was reported.

Financial professionals aren't currently required to report possible fraud to adult protective services, and could face lawsuits if they stop, say, an elderly person from withdrawing savings in a case of suspected abuse, Sen. Wilson said at a Statehouse news conference.

"I think we can make a difference," he said. "I think we can better protect the frail and the vulnerable senior citizens amongst us."

CMS Extended Transition to Affordable Care Act-Compliant Policies



Please be aware that the Centers for Medicare & Medicaid Services (CMS) announced has announced that individual market and small group health insurance policies purchased prior to the effective date of certain Affordable Care Act (ACA) market reforms would be grandfathered for an additional policy year, if permitted by applicable state authorities and provided that such policies expire by December 31, 2019. Since November 2013, CMS has continued to permit these policies to be extended and not considered to be non-compliant with ACA rules.

From the CMS Guidance: "We are committed to smoothly bringing all non-grandfathered coverage in the individual and small group markets into compliance with all applicable PHS Act sections and section 1312(c) of the Affordable Care Act (relating to the single risk pool requirement). Therefore, we will extend our transitional policy to policy years beginning on or before October 1, 2019, provided that all such policies end by December 31, 2019. Specifically, States may permit issuers that have renewed policies under the transitional policy continually since 2014 to renew such coverage for a policy year starting on or before October 1, 2019; however, any policies renewed under this transitional policy must not extend past December 31, 2019."

This material may be of interest to your clients seeking to maintain their grandfathered individual market and small group health insurance coverage for another year. Click [here](#) for information.

Nationwide Switching to Independent Agency Distribution Model by 2020



Independent agents take note - Nationwide may be on your side.

Nationwide announced its intention to shift to an independent agency distribution model over the next two years.

The Columbus, Ohio-based carrier, which provides a range of insurance and financial services, including auto, commercial, homeowners, farm and life insurance, sells products through both exclusive and independent agents. The company said the plan is to shift entirely to the independent agency distribution model by July 1, 2020.

Roughly 2,000 existing agents operating under the Nationwide brand will have the opportunity to transition to an independent agency model between now and then, according to the company, which said it already has relationships with more than 10,000 independent agents across the U.S.

"We don't anticipate any changes for members," Mark Berven, president and chief operating officer of Nationwide Property & Casualty, said in a statement. "Agents will continue to serve members as they have in the past and still have access to Nationwide's broad range of insurance and financial services products."

[Read more...](#)



May 22, 2018 - NAIFA Special Convention Meeting

The NAIFA 2017 Performance + Purpose conference was cancelled last September due to Hurricane Irma. This cancellation also included the NAIFA Annual Meeting at which the proposed bylaws revision based on the recommendations of the NAIFA Quality Member Experience Task Force was scheduled to go before the National Council. The vote on the proposed bylaws revision is scheduled to take place at the NAIFA Special Convention Meeting Tuesday, May 22, 2018 before the NAIFA 2018 Congressional Conference.

May 23, 2018 - NAIFA Congressional Conference

In the past five years, almost four thousand NAIFA members from every corner of the country came to Washington, D.C., and visited Capitol Hill to meet with lawmakers and advise them on how their decisions affect agents, brokers, and their clients. NAIFA's annual Congressional Conference establishes and cultivates relationships with lawmakers, to share the expertise of NAIFA members from all 50 states, and educate them on the value that NAIFA members bring to their clients and the solutions they provide for 75 million American families.

Don't miss out...[Register Today](#)

Photo Highlights: NAIFA-Ohio's "Day on the Hill"



House Insurance Committee Chairman, Thomas E. Brinkman, Jr. prepares NAIFA-Ohio members for their afternoon legislative visits. Brinkman is an insurance advisor as well as a proud NAIFA-Ohio member!



Ohio Insurance Director, Jillian Froment reviews current issues affecting Ohio Insurance Advisors prior to member legislative visits.



NAIFA Counsel and Vice President--Government Relations, Gary Sanders explains the many federal legislative issues affecting NAIFA Advisors!

NAIFA-Mansfield Wins IFAPAC Award



Congratulations to NAIFA-Mansfield for winning the IFAPAC Local Leadership Award. NAIFA-Mansfield is only one of eight locals in the federation to win this award. This marked the first time in six years a local from Ohio has won. Thanks to each of the NAIFA-Mansfield members for their commitment to NAIFA and our industry.

Ohio to Share Insurance Expertise with National Insurance Organization



ODI
Ohio Department
of Insurance

Director Jillian Froment announced that the Ohio Department of Insurance is serving on 18 National Association of Insurance Commissioners (NAIC) committees and task forces in 2018 to collaborate with other states on critical insurance matters such as innovation and technology, protecting seniors, fighting fraud, appropriate business conduct, and the effective financial condition monitoring of companies. Froment will serve as Vice Chair of the Life Insurance and Annuities Committee.

"The Ohio Department of Insurance has a long history of providing national leadership when it comes to insurance regulation and consumer protection," Froment said. "We are eager to continue working with our fellow state regulators as the insurance industry grows and adapts in a rapidly changing global economy."

In addition to serving as Vice Chair of the Life Insurance and Annuities Committee, Ohio is Chair of the Examination Oversight Task Force and Vice Chair of the Life Actuarial Task Force. Recently, Froment was also selected by state insurance regulators to serve as Chair of the Interstate Insurance Product Regulation Commission, also referred to as the Insurance Compact. It works to ensure strong consumer safeguards are in asset protection insurance products through uniform legislation, regulatory oversight, and other means, such as for life insurance, annuities, disability income and long-term care insurance.

"Collectively, these efforts help provide the best foundation for protecting insurance consumers and regulating the insurance marketplace," added Froment. "With the influence of technology changing the way products are sold, marketed, priced, and the overall experience for consumers, we must be open to innovation while ensuring compliance with the law."

The NAIC is a national organization of insurance regulators from the 50 states, the District of Columbia and the five U.S. territories whose main objective is to provide support to insurance regulators across the country by promoting competitive markets, improvement of insurance regulations and equitable treatment of insurance consumers. To learn more about the NAIC, visit www.naic.org.

Consumers with insurance questions can contact the Ohio Department of Insurance at 1-800-686-1526 and visit www.insurance.ohio.gov for information.

Mark Your Calendars!



May 10, 2018

[Project 419 - The Event for Estate and Financial Planners](#)

Toledo, OH

July 12, 2018

NAIFA-Ohio Annual Meeting and Leadership Conference

Columbus, OH

September 13-16, 2018

[NAIFA Performance + Purpose 2018 Annual Conference](#)

San Antonio, TX

Become a "Trusted Legislative Source"



Admittedly, most state legislators aren't very familiar with the intricacies of insurance. When considering such proposed laws they rely for information on insurance agents and financial advisors they know...or, lacking a personal acquaintance with one, they don't!

To encourage NAIFA-Ohio members to establish no-cost relationships with their elected state legislators, NAIFA-Ohio offers members the "Triple Play" program.

The "Triple Play" program allows individuals to take up to a \$50 state tax credit (or \$100 on a joint return) for personal contributions made to the campaigns of state office holders. Our IFAPAC Political Action Committee will match the member's contribution and send a letter to the candidate asking him/her to use the contributing NAIFA-Ohio member as a sounding board for insurance legislation.

To participate: Send a copy of your personal check written to a candidate for state office to the NAIFA-Ohio Office at 17 S. High St., Suite. 200, Columbus, OH 43215 or e-mail naifaohio@assnoffices.com. We'll send a matching contribution to that candidate, along with a letter indicating that it's a direct result of YOUR contribution... and suggesting that the recipient use YOU as a source

The best part? Participation in the "Triple Play" program COSTS YOU NOTHING! Because the amount is a tax credit (as opposed to a deduction), you either pay it to the state in taxes... or raise your local visibility by contributing it to a candidate for the Ohio Senate, House of Representatives or other state office.



[Donate Today!](#)

Be Part of the NAIFA-Ohio/OIA Workers' Compensation Program



Enrollment is now open for the NAIFA Ohio/OIA's workers' compensation group rating program! OIA, which administers the program, makes it easy to give your clients access to support, stability and savings. Along with our trusted partner, CompManagement, OIA can help guide you through best methods for offering the program and closing the business.

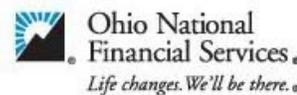
[Read more](#)

Exclusive Member Benefits



As a NAIFA member, you are eligible for discounts on products, services and insurance programs that can more than offset the cost of your membership! Popular Preferred Providers include UPS, E&O Insurance and The Wyndham Hotel Group. For a full listing of Preferred Providers, click [here](#).

Corporate Sponsors



The mission of the National Association of Insurance and Financial Advisors-Ohio is to improve the business environment, enhance the professional skills and promote the ethical conduct of agents and others engaged in insurance and related financial services who assist the public in achieving financial security and independence.

