



**June 2018**

## **NAIFA Members Visit Federal Lawmakers**

*Discussed Middle Market Access to Financial Advice and Service*



NAIFA-Ohio members joined hundreds of other professional insurance agents, advisors, brokers, consultants and employee benefit specialists from across the country in Washington, D.C. on May 23 to meet with U.S. Senate and U.S. House members and their staff as part of the National Association of Insurance and Financial Advisors' Annual Congressional Conference.

Congressional Conference attendees talked with their members of Congress about the importance of life & health insurance, annuities, retirement savings, and senior and consumer protection legislation. The life insurance industry pays out \$1.7 billion each day and supports 2.6 million jobs.

It is vital that we let our Representatives and Senators know about the insurance and financial services that we provide to our clients, who are their constituents. We work with our community's families, neighbors and businesses every day to plan for the future, save for retirement and protect their assets against financial risks.

## **President Trump Signs Senior \$afe Act**



It's now the law! The House approved the Senate-passed bill and the President signed it this month.

This has been a priority for NAIFA for almost three years. Massive kudos to the grassroots (YOU!) whose efforts, along with NAIFA staff (particular congrats to Mike Hedge and Diane Boyle), made this important victory possible.

As you know, the Senior \$afe Act provides liability protection for advisors who report suspicions of financial abuse of fragile senior clients. Hurray for NAIFA!!!!

## Health Insurance Savings Incentives Bill Heard (HB399)



**Rep. Mike Henne**

The House Health Committee took testimony June 6 regarding HB399 which would enact the Ohio Right to Shop Act to require health insurers to establish shared savings incentive programs for enrollees.

In sponsor testimony, Rep. Henne said HB399 would allow a patient to "choose wherever he/she wants to go [for a medical procedure] and does not have to choose the least expensive option. The patient can choose to apply [any] shared savings incentive to their out-of-pocket costs. This legislation is a win for transparency, consumers and cost savings."

Joint sponsor Rep. Butler said, "The need for transparency in health care costs is long overdue. Under the current system, it is only with great difficulty that a patient can extract a quote regarding a procedure, and even then, the quote is often not entirely complete." He said his Ohio health care transparency law that was amended into 131- HB64 is "currently being blocked by a lawsuit," and has never been implemented, and that HB399 is a "proposed compromise" to that legislation (ORC 5152.80).

In response to Rep. Romanchuk, Butler argued that insurance companies make more money on higher billings due to the medical loss ratio (MLR) requirements of the Affordable Care Act (ACA). Henne told Rep. West smaller rural and independent hospitals are more cost competitive and could see more business from the bill; Butler said the bill could cut into federal government income stream windfalls received by large hospital networks through facility fees and expansions. Butler told Rep. Kick the bill would have no impact on religious exemptions, and that self-insured patients could be given cash-price quotes.

---

## Health Insurance Participation Week Bill Gets Hearing (HB408)



**Rep. Thomas West**

The Ohio House Health Committee took testimony June 6 on HB408 which would create the Health Insurance Participation Week.

In sponsor testimony, Rep. West said HB408 would designate the week prior to the Affordable Care Act open enrollment deadline as "Health Insurance Participation Week."

West said, "This serves to inform members of the public on the benefits of having health insurance and to encourage members of the public without insurance to purchase coverage through the Ohio health insurance marketplace, or any successor entity. ... Last week the state of Ohio employees received a reminder of open enrollment, which guarantees a choice of providers. Individuals across the state of Ohio may not have the same prompting. Let's admit it, insurance is not sexy! We access it when we need it. Therefore, in order to have a healthier Ohio, this week will provide the marketing and education that we need to enroll or advise the public to get insurance and become insured."

---

## ODI Estimates 2019 Costs of Exchange Plans to Increase 8 Percent



**ODI**  
Ohio Department  
of Insurance

Insurers planning to sell individual health care policies on the federal exchange next year proposed charging about 8 percent more in premiums on average, according to preliminary data from the Ohio Department of Insurance (ODI).

According to ODI, average annual premiums for 2019 are projected to be \$6,274 for exchange plans, 8.2 percent higher than the \$5,798 seen this year.

Insurer filings show every county will have individual coverage available, though some counties will have just one or two insurers to select.

Specifically, preliminary filings indicate 16 counties will have one insurer; 33 will have two; 19 will have three; 11 will have four; five will have eight; and one county, Stark, will have six insurers

among which to choose.

In 2018, 42 counties had just one insurer, while 20 had two.

Ten companies have filed proposed rates for 2019 plans, compared to eight companies for the current year.

Open enrollment for buying 2019 coverage on the exchange runs from Nov. 1 through Dec. 15. Those seeking coverage should contact an agent or broker or contact the exchange directly at <http://www.healthcare.gov> or 1-800-318-2596. Those with concerns or claims disputes can contact ODI at 1-800-686-1526.

---



**2018 Leadership Conference  
and  
Annual Meeting**  
*"The New NAIFA-Ohio Post 2020"*  
**July 12, 2018**

NAIFA has adopted a new business and financial model designed to streamline the federation, grow membership, diversify revenue and position NAIFA as a nimble and forward-thinking professional development and advocacy organization through 2020 and beyond.

The plan becomes effective January 1, 2019 and requires local and state affiliates to adopt new Bylaws as well as new Chapter Agreements.



During this year's Leadership Conference, NAIFA President-elect, Jill Judd, LUTCF, FSS, will address the "what happens next" questions and NAIFA-Ohio Trustees will review materials necessary to implement the plan.

**Register NOW!**

**Location**  
Worthington Hills Country Club  
920 Clubview Blvd., South  
Columbus, OH 43235

**Program**  
Registration begins at 8:30 a.m. The program will run from 9:00 a.m. to 2:00 p.m. Continental breakfast and buffet lunch included.

**Accreditation**  
NAIFA members can earn 4.0 hours of CE association membership credits.

**Registration**  
The cost of the program is **\$69/member** and **\$90/non-member**. Cancellations must be received in the NAIFA-Ohio office by Tuesday, July 3,

---

## 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](mailto: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!



## Performance + Purpose 2018 Annual Conference *Meet People... Learn Things... Have Fun!*

NAIFA Performance + Purpose is a new kind of meeting. It is your meeting. More than ever before you can customize your sessions from programming targeted to advanced advisors, young advisors and everyone in between. You will learn from the experts and be the expert with Braindates, a new peer-to-peer learning system. And you will have more fun than you have ever had at a NAIFA meeting.

NAIFA Performance + Purpose 2018 will take place September 13 - 16, 2018 in San Antonio, Texas at the Henry B. Gonzalez Convention Center. The official conference hotel is the Grand Hyatt San Antonio.

Click [here](#) for more details and registration.

## 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.

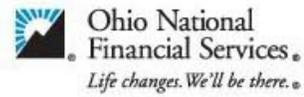
[Read more](#)

## 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



insurance | retirement | investments



*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.*

