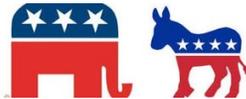




**November 2018**

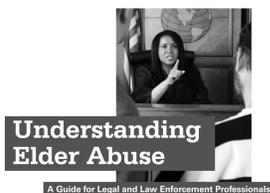
## Republicans to Control Ohio Insurance Legislative Committees



Ohio's political power structure remains in place following the November election. Democrat Sherrod Brown remains our U.S. Senator; new Republicans replaced former Republicans for all state offices starting with Governor-elect Mike DeWine; and Republicans continue to dominate both the Ohio House of Representatives and the Ohio Senate, though two Democrats, Judge Melody Stewart and Judge Michael Donnelly did replace two sitting Republicans on the Ohio Supreme Court (though Republicans still maintain a 5-2 majority). Although legislative committee memberships will change, Republicans will continue to dominate the Insurance Committees in both House and Senate.

## NAIFA-Ohio Alerts Advisors: New Resource Available for Reporting Mandatory Elder Abuse

NAIFA-Ohio is alerting Ohio's financial advisors to a new state resource for understanding, identifying and reporting elder abuse.



Ohio's financial advisors have a duty to immediately report suspected elder abuse to the county department of job and family services where the elderly adult resides. The requirement arises when an advisor has "reasonable cause to believe that an adult is being abused, neglected, or exploited, or is in a condition that is the result of abuse, neglect or exploitation" under R.C. 5101.63.

The Ohio Department of Job and Family Services (ODJFS) is providing a free resource which is applicable to financial advisors: Understanding Elder Abuse: A Guide for Legal and Law Enforcement Professionals, at [www.odjfs.state.oh.us/forms/num/JFS08096/pdf](http://www.odjfs.state.oh.us/forms/num/JFS08096/pdf)

Along with financial advisors, others required to report elder abuse include attorneys and health care officials.

If mandatory reporters fail to report possible abuse, they could face criminal charges and fines of up to \$500.

Elder abuse can include physical, sexual and psychological abuse as well as neglect, abandonment and financial exploitation. In addition to physical injuries, a few possible indicators of abuse include: being isolated, missing appointments, appearing frightened or avoiding certain people, suddenly withdrawing from usual activities or interactions, changes in mood or temperament, changes in personal hygiene, and/or being resistant to touching.

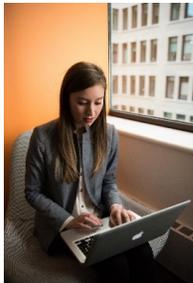
Hard copies of the ODJFS publication may be obtained by entering the form number JFS 08096 at [www.odjfs.state.oh.us/forms](http://www.odjfs.state.oh.us/forms). Questions about training materials can be emailed to [aps\\_mailbox@jfs.ohio.gov](mailto:aps_mailbox@jfs.ohio.gov).

Statutory requirements for elder abuse reporting in R.C. 5101.63 can be found at <http://codes.ohio.gov/orc/5101.63>.

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## Now Recruiting Prospective Members for NAIFA's Advisor Ambassador Program



At NAIFA, we're all about strengthening the insurance and financial services industry by helping advisors grow their knowledge and be their best at serving clients.

That's why we're offering **non-members** free access to NAIFA's advisor development program so they can learn from the best while sampling professional benefits that come with NAIFA membership.

For just 30-minutes a week, join NAIFA leaders for live strategic discussion, industry insight and advice to put you on a path to success.

### January: Thursdays @ 1 pm eastern

- **January 10:** Learn Exceptional Prospecting Practices
- **January 17:** Build Your Professional Network of Mentors & Industry Colleagues
- **January 24:** Be a Playmaker in the Financial Services Industry
- **January 31:** Optimize Your Time & Cash Flow

Can't make the 1 p.m. ET start time? Look for the recorded edition on-demand.

Classes will be livestreamed and recorded so you can watch on-demand, but you will miss the benefit of live interaction with our featured advisor. Participants that attend all four weeks will receive a letter of participation signed by Jill Judd, President-Elect and Kevin Mayeux, CEO, of NAIFA and their name promoted in social media.

Reach out to a prospective member and let them know about the program. The cutoff date is **5 p.m. Friday, December 14, 2018**. [Register today](#). We promise the investment will be well worth the time.

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## Consumer Alert: What Consumers Should Know About Short-Term Health Plans



New rules from the federal government are increasing the availability of temporary health insurance products known as short term health plans. Ohio Department of Insurance Director Jillian Fromm is urging Ohio

consumers to review and consider the specifics of short-term, limited duration plans prior to purchase. Because of the changes at the federal level, the Department has been fielding a number of inquiries and questions related to these products.

"As with all insurance products, Ohioans should carefully review all their coverage options to find a plan that best meets their needs" Froment said. "Short-term health plans can be an appropriate choice for some consumers. However, there is a difference in the level of coverage consumers can find with a product that meets all the requirements of the ACA versus these plans."

Major medical health insurance plans (employer plans, Medicare, Medicaid or plans purchased on [healthcare.gov](https://www.healthcare.gov)) offer broad coverage, cannot exclude pre-existing conditions, and will cover many consumer needs, though specific benefits and cost-sharing will vary by plan. Additionally, major medical insurance plans offer protections by prohibiting insurers from using health status when determining premiums. However, while major medical plans offer more comprehensive coverage, they can also be expensive and include high deductibles and out-of-pocket costs - particularly if subsidies are not available.

[Read more...](#)

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## NAIC Releases Draft Annuity Sales Rule



The National Association of Insurance Commissioners has published a proposed annuity sales rule that states producers and insurers will be required to act "with reasonable diligence, care, skill and prudence." While some said it raised the bar for producers, others said it did not go far enough to protect consumers.

[Read more...](#)

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## Kasich, Insurance Leaders Announce Online Training Program



In order to help fill the Ohio insurance industry's projected 29,000 job openings by 2024, the Ohio Insurance Institute (OII) will offer a \$100 online workplace readiness course for individuals seeking to enter the field, OII President Dean Fadel announced with Gov. John Kasich on Tuesday.

Joined by other Ohio insurance industry leaders in the Statehouse Cabinet Room, Fadel said most of those job openings will not require a college degree.

"We are launching an online curriculum that's intended to help people get their foot in the door to a good career path in the insurance industry," Fadel said. "There are many different paths you can take once you get in – it's not just sales, not just math. People with law enforcement backgrounds are needed for fraud investigations. We need IT people."

[Read more...](#)

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## Consumer Alert: Individuals Posing as Premier Health Plan Representatives to Steal Premium Funds



**ODI**  
Ohio Department  
of Insurance

Ohio Department of Insurance Director Jillian Froment is warning Ohioans of an insurance fraud scam involving individuals posing as representatives of Dayton-based Premier Health Plan. Premier Health Plan, as of April 1, 2018, no longer offers health insurance products, but consumers from across the country are receiving numerous automated calls selling Premier Health Plan insurance. Some consumers have received "premium" invoices in lieu of a call, or have noticed unauthorized charges on their bank accounts.

"We are making sure Ohio consumers are aware of this scam and urging them to contact the Ohio Department of Insurance if they have been contacted or victimized," Froment said. "Ohioans need

to know that Premier Health Plan is not selling health insurance products in Ohio. The individuals behind the scam want to steal consumers' bank account information and money, and have no intention of providing health insurance."

As part of the telephone scam consumers interested in purchasing health insurance are routed to an individual who asks for their bank account information. Those not interested in receiving future calls are referred to Premier Health Plan's actual website or are told to call Premier Health Plan's actual member call center. Those who have received bills have indicated the invoice is generated on what appears to be Premier Health Plan letterhead. The unauthorized charges identified on bank account statements have shown up as "Premier Heal."

[Read more...](#)

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## Ohio Home and Auto Insurance Rates Well Below National Average



Ohio Department of Insurance Director Jillian Froment announced that the average rate changes in 2017 for the top 10 homeowners and private passenger auto insurance groups in Ohio increased 1.5 percent and 4.1 percent, respectively.

"We are fortunate in Ohio to have among the lowest average insurance premiums for homeowners and auto insurance compared to the rest of the country," Froment said. "Ohio has a robust and competitive insurance market providing consumers many different product options to consider when selecting coverage."

Ohioans pay an average of \$819 (9th lowest) for homeowners insurance and \$703 (14th lowest) for auto insurance compared to the national average, according to the most recent data from the National Association of Insurance Commissioners. Ohio's combined average premiums are \$540 below the national averages.

[Read more...](#)

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## Average Health Insurance Premiums on Exchange Up 6.3% in 2019



Premiums for individual plans on Ohio's health care insurance exchange will rise an average of 6.3% in 2019, according to the Department of Insurance.

ODI [reported](#) the weighted average premium for an on-exchange individual plan is \$6,162 for 2019, up from \$5,799 in 2018.

In 2018, premiums rose an average of 34% over the year before.

That average is up from \$2,650 in 2013, an increase of 132%, ODI reported.

For the small group market, the weighted average annual premium of \$6,804 for 2019 is up from \$4,042 in 2013, according to the department. That's down from \$7,444 in 2018.

ODI approved 10 companies to sell on the exchange, up two from the year before, with Community Insurance Company and Oscar Buckeye State Insurance Corporation new to the market.

The department also indicated fewer counties will have only one insurance option in 2019 than in 2018. All 88 counties will have at least one insurer, with 16 having one and 33 having two. In 2018, 42 counties had one insurer and 20 had two.

The plan information will be official when insurers sign contracts with the exchange later in the fall, ODI said.

[Read more...](#)

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## ODI Provides Insurance Checklist for College Students



As students are returning to college campuses throughout the state, Ohio Department of Insurance (ODI) Director Jillian Froment reminds them and their parents to ensure that adequate insurance protection is in place for the upcoming school year.

"An insurance review with an agent should be part of getting ready to go back to school," Froment said in a news release. "Both students and parents will have that much more peace of mind knowing they have an up-to-date financial protection plan."

[Read more...](#)

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## 2017-2018 Jack E. Bobo Award of Excellence Achievers



Congratulations to NAIFA-Mansfield for receiving the Platinum Level 2017-2018 Jack E. Bobo Award of Excellence .

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## Individual Health Insurance Enrollment Drops 12 Percent



Health insurance enrollment for individuals not on a group plan or their employer's plan dropped 12 percent overall in 2017, and data from 2018 showed that the first quarter enrollment is down 12 percent as well, according to a brief from the Kaiser Family Foundation (KFF).

The authors write that after a 64 percent increase in individual health insurance enrollment in 2015 to 17.4 million enrollees following passage of the Affordable Care Act (ACA), enrollment began to decline in 2017. In 2016 that figure remained relatively constant, at 17.0 million enrollees, which declined to 15.2 million enrollees in 2017.

According to KFF, the decline in enrollment was largely concentrated in off-exchange plans that were not eligible for government subsidies, and those declines coincide with significant off-exchange premium increases in 2017 and 2018.

"As off-exchange, unsubsidized enrollment has fallen, the total individual market has increasingly become dominated by subsidized enrollees," the authors write.

"In the first quarter of 2018, nearly two-thirds of enrollees in the total individual market are subsidized (64 percent)."

KFF predicted that off-exchange premiums and unsubsidized premiums in ACA plans will continue to increase into 2019, while individual health insurance enrollment will continue to decrease in that same timeframe, considering the uncertainty surrounding the repeal of the ACA individual mandate.

"Looking ahead to 2019, the repeal of the individual mandate penalty has raised concerns of further enrollment declines in the individual market, particularly among people who are healthier than average," KFF writes.

Though the "vast majority" of exchange consumers receive subsidies that protect them from premium increases, off-exchange consumers bear the full cost of premium increases each year.

"While the majority of people on the exchanges receive subsidies and will be protected from premium increases, middle-class people who do not qualify for subsidies will feel the brunt of future premium increases," KFF's brief notes. "This is especially true of people with pre-existing conditions who likely would not qualify for short-term plans that base eligibility and premiums on people's health."

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# 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.

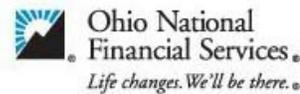
[Read more](#)

## 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](#).

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