

Health Plan Cost Containment Strategies for The Large Group (9:30 to 10:30 AM)
[1-HR | Course #: 387896]

Course Summary: This course provides health insurance professionals with an overview of the most successful cost containment strategies and components for large group health plans. We will cover fully insured and alternate funding options, with a look at current trends in Level Funding, Self-Funded plans using PPOs vs Reference Based Pricing Programs, the use of narrow vs. full networks, and how to use Medical Bill Review, Case Management and other Utilization Management components to keep costs down. In addition, we will examine the types of RX and Pharmacy Benefit Manager (PBM) components to request for greatest cost savings.

Learning Objectives: Attendees in this session can expect to learn the following from this session:

- Understanding the options in the fully insured market
- Understanding Level Funded Health Plans in the small and mid-size market
- Understanding Self-Funded cost containment options
- Understanding the differences between self-funding with PPO networks or Reference Based Pricing types of financing
- Understanding how to mitigate provider push-back with reference-based pricing
- Controlling RX costs through PBM programs and options

Legal Update: No Rest for the...Producer (10:40 AM to 12:30 PM)
[2-HR | Course #: 387897]

Are you ready for open enrollment? Are you ready for the new year?

Struggling to keep track of all the new developments out of Washington and Sacramento? Wondering what it all means to your clients? This program will help break it all down for you. We will talk about:

The Supreme Court, Dobbs, and the impact of the Court's decisions on both fully insured and self-funded plans

The latest guidance out of Washington on the ACA, cafeteria plans, deadlines, and more

ACA 4980H and Forms 1094/1095 update, including structuring benefits to avoid 4980H penalties

Status of COVID-19 legislation and guidance

Update on the 2022 legislative year in Sacramento

Learning Objectives:

- Understanding how the latest developments from Washington and Sacramento impact plan design options
- Understanding how the latest developments from Washington and Sacramento impact health plan compliance obligations
- Identifying action items for open enrollment and the new year

Transparency: No Surprises! (1:40 to 2:40 PM)

[1-HR | Course: 387829]

Course Description: This class educates health insurance agents on the new and changing federal “transparency” laws for health plans. It looks at the newly enforced “Transparency in Coverage (TiC)” provisions – and what it means for health plans and consumers. Participants will be better informed about the Consolidated Appropriations Act (CAA) No Surprises Act with a detailed overview of plan changes, requirements, deadlines, etc. The class also includes a discussion of federal “Mental Health Parity” changes, as enforced under CAA regulation. A high-level overview of federal agent commission transparency requirements is also included.

Modifications to Medicare and the Medicare Marketplace for 2023 (2:50 to 3:50 PM)

[1-HR | Course: 387859]

Course Description: This course will help insurance agents understand the changes to Medicare enrollment timelines and plan availability in the Medicare marketplace for 2023, and better equip them to use technology to satisfy CMS rules and extend their Medicare opportunities.