Changes and Planning your Renewals for 2020

Presented by:
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Agenda

• Introductions
• Network Changes
• 2020 Planning
• Exclusive Benefits
• P&C Insurance
• Products and Services
• Questions
Introductions

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Quick Me Moment
Introductions (Continued)

• WisMed Assure
  • New Name but Same WI Medical Society Company
  • Independent Agency
    • We are contracted with nearly all the carriers in the state
    • All of our revenues from commissions are returned to WMS to benefit providers statewide
  • Only work with Healthcare Industry
    • Specific Client Knowledge
  • Innovation for those we serve
  • Reinvestment of Products and Services
Network Changes

• Common Grounds and Robin – Health Partners
  • Lost Prevea and HSHS
• Health Traditions
  • New Small Group Insurance Options
• Molina and CCHP
  • Offering Individual plans using Prevea and HSHS
• Quartz, Gunderson Lutheran and Marshfield Clinic
  • Still shifting in the sand
• WPS Small Group Changes
  • Just a pricing change, reducing rates 10-15%
2020 Renewal Planning

• Get what you can done now, NOW
  • Ancillary Benefits
    • ASO for Non-Medical
  • Prep Employees

• Don't just accept a renewal
  • Renewals given 60 days out
  • HRA Modeling/ H.S.A.
  • Buy Up/ Buy Down Plans
  • Level Funding Options
    • Humana, National Guardian, Network Health, Oakleaf, UHC, USHealth & Life, etc.

• Do you have your Open Enrollment Periods Planned?
Exclusive Benefits
(only available from our agency)

• Association Health Plan (AHP) – Health Plan
  • Expanded Network – Preferred One
  • Growing Membership
  • 10 Benefit Plans for your Practice to Choose from

• Delta Dental of WI – Dental Plan
  • What do you pay for dental?

• MGIS/ SunLife – Disability and Life Insurance
P&C Insurance

- WisMed Assure can help with other lines in your office, GL, PL/ Med Mal, BOP, Work Comp, etc.

- WisMed Assure can also help provide coverage to other businesses related to healthcare. We can assist with independent technicians, Biotech and Healthtech firms and have competitive options to suit their needs.
Products and Services

- HR Library – both federal and state laws
- Total Compensation Review Builder
- Job Performance Review Builder
- Job Description Builder
- Form Fire
- Employee Handbook Creation Tools
  - Personal Assistance
- Training Courses and Services
- Benefit Booklet Creation
- Enrollment Material Assistance
- Employee Meetings
- Onboarding – Online Service
  - Includes an Online Employee Management and File tool
- Compliance Review and Notices
- Discounted Services from TPAs (we don’t take commissions on these)
- Claims Review/ Member Assistance with Claims issues
- Enrollment and Termination Record Keeping
- Large Group Claims Analysis
- Lobbying

Employee Benefits Series

Group Health Plan Notices 2019 Calendar

Key ERISA-Required Notices and Filings

HRPROF OR HEALTH CARE
EMPLOYER
This source covers the HIPAA Privacy Rule and Security Rule as amended by HITECH. It includes definitions of personal health information, covered entities, and how to create and maintain accurate, current, and complete medical records and health information. It also includes additional requirements for... Target Audience: Employees

HRPROF OR HEALTH CARE
MANAGERS: THE PRIVACY RULE
This source covers the HIPAA Privacy Rule, addressing issues such as the definition of protected health information (PHI), use and disclosure of PHI, and the rights of individuals to access and receive a copy of their PHI. It also includes information on how to maintain accurate, current, and complete medical records and health information. Target Audience: Managers

HRPROF OR HEALTH CARE
MANAGERS: THE SECURITY AND BREACH NOTIFICATION RULES
This source covers the HIPAA Security and Breach Notification Rules, including the requirements for administrative, technical, and physical safeguards, and how to report a security or breach incident. Target Audience: Managers

Your 2019 Benefits Guide

ABC Company
A Guide For Our Employees

HRconnection has the features that set your agency apart.

- Companywide communication portal
  - Online forms to help you communicate higher-quality content, as well as vacation and leave tracking
  - Information is available around the clock for employees

- Onboarding and HR task management
  - Employees complete self-service onboarding forms, as well as other forms, online
  - Includes onboarding setup, policy acknowledgments, and performance reviews
  - Unlimited sites with ability to scale
  - Cost-friendly scalable option for the agency with copy and paste site build
  - Provide microsites to unlimited clients for the same price

- Admin alerts and dashboards
  - Alert for admin summaries, policy changes, reporting, and accurate
  - Allows for real-time view of employee activity and review and forecast progress

- Paperless enrollment simplifies processes
  - Pre-enrollment plans and forms
  - Customizable benefit forms
  - Automatic medical and dental forms
  - Electronic options

Your Round-the-Clock Online HR Department

- Federal Compliance Help
  - Easy-to-understand information on major federal employment laws including COBRA, HIPAA, FMLA and USERRA

- State-Specific Guidance
  - Attorney-reviewed state-by-state guidance including certifications of benefits, minimum wage and much more

- Fast Answers to Your Questions
  - Our FAQ sections deliver the answers you’re looking for quickly and efficiently

- Robust Library Source
  - Hundreds of forms, sample policies, checklists, and a sample employee handbook are available for download and customization

- Hiring & Termination Resources
  - A wide range of resources to simplify the hiring and termination process—a key resource for your company

- Online HR Tools
  - Streamlining workflows and save your staff time with our online job description builder, salary and benefit calculator, and compensation statement tools
Questions?

• We are here to help serve those who serve the healthcare of WI!