

APRIL 2017



President's Message

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- Best Wishes, Angela Theesfeld

It's hard to believe the year is going by so fast already, and we are already in April! We had our annual symposium on April 6th, and it was a great success! We had approximately 150 brokers, carriers, sponsors, and industry leaders at the event. Of the 4 chapters that choose the week of April 6th for their symposium, we had the largest attendance of all 4. I can't say enough, how proud I am of that statistic. Thank you to Vanesia Adkins, Allison DePaoli and everyone on the committee that worked diligently to make this event a huge success.

We have the TAHU Annual Convention coming up in Houston at the end of the month. I am looking forward to seeing many of you there, for a few days of education, engaging keynote speakers, and time to spend with our state sponsors, and exhibitors learning about new products in the industry.

As we start to head into summer, I would just ask that you continue to attend the monthly luncheons as we have some great speakers coming up. Sorry for keeping it short and sweet this month! See you all in May.

Angela





San Antonio

Association of Health Underwriters

LUNCHEON

Join us for the SAAHU Luncheon and 1 Hour CE

Wednesday, April 19th, 2017

Meeting Details

Where: Maggiano's Little Italy (At the Rim)
17603 IH 10 West / San Antonio 78257

When: Wednesday, April 19th 2017

Presenter: Dr. Gary Delz (Provider #251887586)
Topic: Oral Systemic Connection (Course Number: 106146)

Note: Only cash or check payments will be accepted at the door.

Simply click here to register: <https://www.eventbrite.com/e/april-saahu-luncheon-tickets-25862983881>

Early Registration Member: \$28.00* (Registration after 4/14 add \$10)

Early Registration Non-Member: \$38.00* (Registration after 4/14 add \$10)

*SAAHU kindly requests notice of cancellations by Friday, 4/14 for a full refund. Cancellations after 4/14 will be billed the luncheon rate

**Don't miss the chance to book your TABLE or Individual spot
NOW.**

Thursday, April 6th, 2017

8:00am – 5:00pm

Norris Conference Center - San Antonio

618 Northwest Loop 410 #207

San Antonio, TX 78216

UPDATED AGENDA:

During our visits on the Hill last month, our President Angela Theesfeld, asked each Congressman to attend the Symposium for our Town Hall Session. We were very excited to receive commitments from all the Congressman we visited with. As many of you know, the Republicans have released their American Healthcare Act, and this requires both the Congressman and their staff to be in Washington, DC during this time. Because of this major change in our agenda, we wanted to make sure you received the updates. We are excited to have Ed Oleksiak present a brand new CE on Balance Billing.

REVISED - AGENDA: (6 CE Hours)

Improving and Expanding HSA's – Eric Johnson

The First 100 Days of Presidency – NAHU Washington – Janet Trautwein

PBM 2.0: How Special is the Specialty Market, The Wave of Specialty Drugs – Dave Antongiovanni

Balance Billing – Ed Oleksiak

Transparency and Define Reimbursement Health Plans – Ralph Weber

Self Funding – A New Healthcare Solution – Mike Stephens

In order to reserve your spot and pay by credit card, please register using Eventbrite by clicking this link:

<https://www.eventbrite.com/e/saahu-2017-annual-professional-development-symposium-tickets-32234230451>

A reminder you must still register on Eventbrite when paying by cash/check.

Only cash or checks are accepted at the door.

For Sponsorships information, please contact Vanesia Adkins at vadkins@humana.com

Don't delay - reserve your spot today!



Legislative Update

HEALTHCARE LEGISLATION: WHAT NOW?

Last Friday the proposed legislation to change our healthcare system was pulled from a vote, leaving citizens and lawmakers wondering, “What now?” Insurance premiums are high and still going up, and the health insurance market is becoming less competitive and offering fewer choices to consumers — Oklahoma has a *single* insurance provider in their exchange. Employers and medical providers are still struggling to manage reporting and stay in compliance with the Affordable Care Act.

Our legislators have the opportunity to create a system that:

- lowers insurance premiums
- promotes more consumer choices
- allows for more carrier options
- makes it easier for employers to offer insurance
- makes it easier for providers to practice medicine

HOW TO MOVE FORWARD

Allowing consumers to buy insurance across state lines would increase competition and provide additional coverage options. According to the Pew Research Center nearly two-thirds of Americans favor this, along with lawmakers on both sides of the aisle.

Two House Bills could also lower premiums: one would repeal the Health Insurance Tax, which currently costs families \$520 per year. The other aims to repeal the Cadillac Tax, scheduled to take effect in 2020. This high-cost plan tax (HCPT) would place a 40% excise tax on employer plans exceeding \$10,200 in premiums per year for individuals and \$27,500 for families.

But, if these taxes are eliminated, how do we make up the lost revenue? One idea being discussed is the elimination of the Employer Tax Exclusion for Health Insurance, which allows an employer’s contribution for an employee’s health insurance to be excluded from the employee’s compensation for income and payroll tax.

THE NEW SECRETARY OF HHS WILL MAKE A DIFFERENCE

Tom Price, the newly confirmed Secretary of Health and Human Services, has been critical of the Affordable Care Act, believing that it interferes with the ability of patients and doctors to make medical decisions. He favors the elimination of the employer exclusion, he is a fan of Health Care Savings Accounts and their expansion, and favors tax credits and risk pools for states. He also wants to grant the states more flexibility in administering Medicaid program. I expect he will shift a great deal of responsibility to the states, such as allowing each state to determine what coverages must be included in health plans and making employers’ reporting voluntary.

COOPERATION IS A MUST

The next attempt at healthcare reform needs cooperation across the aisle and the re-introduction of legislation on a slower road with more of a consensus. The current program is not perfect and both sides agree it needs refinement. Last month when I was in DC meeting with legislators, I often heard the terms “Affordable Care Act Plus” and “Market Stabilization.” I believe that we will hear more “reform” and less “replace” from our lawmakers in the future.



San Antonio

Association of Health Underwriters

PRESIDENT'S TRIPLE CROWN

NAHU has 20,000 members across the country; you are the reason we exist. Your participation in lobbying and advocacy is the reason we have become a force in Washington and in state houses across the country. Your recruitment efforts are why membership is up 33% over the past five years. Your contribution of your time and talents is why we have over 200 chapters across the country.

We never want to take these efforts for granted because, without you, we would suffer the fate experienced by countless other nonprofit associations: declining numbers, shaky finances and a demoralized membership.

NAHU created the President's Triple Crown Program to recognize those members whose individual contributions to NAHU help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, while baseball's Triple Crown hasn't been won since 1967, NAHU's Triple Crown can be worn every year by hundreds of our members.

Criteria:

To qualify for the Triple Crown, within the calendar year a member must:

HUPAC: Participate in \$12 x 12 draft program or contribute \$150 total for the year

Membership: Recruit two or more members

Advocacy: Use operation shout to send three or more messages

San Antonio

Association of Health Underwriters



Thank you to UHC for being our
lunch sponsor!

We are on the Web!
www.sanantonioahu.org

