



**ALLIED**  
NATIONAL

# BULLETIN



March

AN ALLIED NATIONAL SALES AND MARKETING PUBLICATION

2017

## On The Road Again



It's that time of year again when you'll find members of the Allied National sales team on the road attending events and conducting agent training workshops. Check out our Training Events Calendar on our website at: [www.alliednational.com/calendar](http://www.alliednational.com/calendar)

Our National Sales Director, Dan Meylan, and other Allied representatives are traveling the country talking to agents about Allied National's Funding Advantage plan and the benefits of self funding in today's health benefits world. We have scheduled workshops that range from the basics of learning about self-funding, our products and our company to advanced

workshops that teach how to become profitable and an expert in selling self-funded plans.

Dan Meylan is a guest speaker at many of your state and local Association of Health Underwriters events. Dan has more than 40 years of experience in the insurance industry as a producer, agency owner and senior executive. With his knowledge and expertise, he is an ideal guest speaker at these events. If you are in the area, you don't want to miss the opportunity to see him in action!

Look for events in your area you can attend or call us and talk about how we can help you with training or events of your own.

## Would Your Employer Group be a Good Fit for DPC?

Direct Primary Care (DPC) is a cutting-edge solution to the rising cost of health care, and Allied National has a way to make it work for small employers.

An employer or employee who is in a Direct Primary Care arrangement makes a fixed monthly payment to a doctor's office in order to have access to a certain scope of primary care services. The scope of services varies by physician practice but can include access to inexpensive drugs and x-rays.

Allied National recognizes the value of Direct Primary Care practices and is helping facilitate this arrangement. When an employer offers a DPC plan along with our Funding Advantage plan as a major medical "wrap", we are willing to offer lower costs on our plans by:

- a. Removing the cost for office visits and selected Rx benefits (benefits provided by the DPC physician).
- b. Discounting our rates for the positive impact on utilization and wellness seen when a member is using DPC.

*(Continue on back)*



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## Would Your Employer Group be a Good Fit for DPC? (Continue from front)

These factors reduce the cost of our plan which frees up premium costs that covers most DPC contracts.

We are actively marketing our level-funded small group health plan in conjunction with Direct Primary Care physicians and agents in the Dallas-Fort Worth Metroplex and Kansas City area. This integrated approach reduces health plan costs and improves the quality of health care.

Do you have an employer group that would be a good fit for DPC? Call Allied's Sales Support at 888-767-7133 for more information or register for one of our upcoming free DPC informational events:

### 2-5 p.m. March 28

Four Seasons Resort and Club Dallas at Los Colinas  
4150 N. MacArthur Boulevard  
Irving, TX 75038  
<http://tinyurl.com/z2o49yt>

### 5 -7 p.m. March 30

Hereford House  
5001 Town Center Drive  
Leawood, KS 6621  
[jcarroll@alliednational.com](mailto:jcarroll@alliednational.com)

## April 1 is Approaching Fast!

### Act **NOW** Before New Regulations Take Effect for Short-term Medical Plan

Get your 2017 Short Term Medical PLUS sales in NOW, while you can still write plans longer than three months.

Last month, Allied National informed you that the Departments of Labor, Health & Human Services and the Internal Revenue Service ruled that a short-term plan can be no longer than three months in duration. Enforcement of this regulation was delayed until April 1, 2017. Any plans sold before April 1, 2017, must terminate no later than Dec. 31, 2017.

While we're hopeful this regulation will be reviewed and rescinded by the new administration in Washington, for now this is the new restriction facing all short-term medical plans. With open enrollment on the exchanges now closed, short-term plans are often the only alternative for people who need coverage now. Be aware of the new regulations and the impacts on your clients.

Visit [www.alliednational.com](http://www.alliednational.com) to learn more about short-term medical plans and to get your personalized page to sell Allied's Short Term Medical PLUS.



## Allied National's Dental Design is a Great Stand-Alone Plan

Allied™ Dental Design is new, improved and back for new business sales!

Dental Design is our fully insured group dental plan underwritten by Fidelity Security Life Insurance Company.

Designed for groups of 2-99, Dental Design offers affordable dental insurance benefits and many plan options that allow groups to choose the type of coverage that best fits their needs and budget.

Dental Design also offers a vision plan option for plan participants and their dependents. Several plan options are available to fit the benefit needs of every group.

Once dental plan participation has been reached, plan participants may elect the vision option (including employees who have waived dental coverage).

The new Dental Design plan is currently available in: AL, AR, AZ, CA, GA, IA, IL, IN, KS, KY, MO, NC, NE, NV, OH, OK, OR, PA, SC, SD, TN, TX, VA, WI, WV and WY. The plan is pending approval in: FL, ID, OR, and WA. Contact Allied for recent state approvals. Contact Allied National Client Services for details at 800-825-7531.

