



ALLIED
NATIONAL

BULLETIN



November

AN ALLIED NATIONAL SALES AND MARKETING PUBLICATION

2016

Freedom Plan Option Captures Agent Interest

Allied National's recent webinars on the Freedom Plan option were some of the best attendance we've had for an online training session.

"We're blown away by the interest in this plan option," said National Sales Director Dan Meylan. "Agents have been quick to pick up on what makes the Freedom Plan so special."

The Freedom Plan is an option within Allied's Funding Advantage level-funded plan. The Freedom Plan is a major medical plan option that uses Medicare reference-based pricing to dramatically lower costs for the employer and employees.

Special features of this plan option include:



- Full choice of health care providers without restrictions or penalties. There are no preferred providers or networks required. Members can see the provider they choose.
- Medicare "plus" reimbursement levels to achieve high plan savings and lower monthly costs.
- Guarantee to members they will not be responsible for any balance bills. If there's a disagreement between Allied and a provider on the fee for a service, we will negotiate directly with the provider to ensure there is no "balance bill" to members for discounts taken plus we will try to contract with that provider for future claims. The only out-of-pocket expenses are normal copays, deductibles and coinsurance.

If you missed the webinars or would like to listen to it again, you can hear a recording on our Webinars and Training page at www.alliednational.com/training-webinars.html. Support materials are available on the Funding Advantage Resource page at www.alliednational.com/faresources.html.

Not All Office Visit Copay Benefits are Equal (and Allied's is hard to beat!)

The benefits covered under an office visit copay vary widely among health plans. Compare Allied National's Funding Advantage office visit benefit to the competition and you'll quickly discover that Allied's self-funded plan's benefit is unique.

For plans that feature the office visit benefit, the copay covers a variety of services performed in the doctor's office. These services are paid at 100% up to a \$500 total benefit and include:

- Exams & Consultations
- Diagnostic testing
- X-rays
- Allergy antigen injections
- Chiropractic treatment
- Surgical services

Expenses in excess of the \$500 benefit, diagnostic testing and x-rays not performed in the doctor's office are subject to deductible and coinsurance (except laboratory testing done through Quest Diagnostics is paid at 100%).

The typical health plan often ONLY covers the actual office visit consultation under their copay and all other services are subject to deductible and coinsurance. Take a close look at this type of benefit – these are the types of benefits that go a long way toward providing a quality employer-sponsored health plan.

Allied National Now Supporting TASC HRAs



A Health Reimbursement Arrangement (HRA) provides a cost-saving solution that reimburses employees for medical expenses, and allows employers to offer more flexible healthcare options.

Allied National is working with TASC to provide a seamless benefits account experience and with multiple HRA designs, employers can choose the option that best complements their group health plan. Additionally TASC has the ability to receive all claim information electronically, for an even more seamless experience for both employers and employees.

Plan Design Options

- Medical Deductible Only
- Medical Deductible and Prescription
- Medical Deductible and Co-insurance
- Medical Deductible, Co-pay, and Prescription
- Medical Deductible, Co-pay, Co-insurance, and Prescription

For more information about TASC HRAs, contact your Allied National Sales Representative, or your TASC RS.

Short Term Medical Plans Update

As we alerted you in July, the federal government had proposed new regulations concerning Short Term Medical Health Plans. These new regulations were recently adopted, almost in their entirety, despite enormous opposition from consumers, the insurance industry and state insurance departments.

The regulations, issued by the Departments of Labor, Health & Human Services and the Internal Revenue Service, are an attempt by the government to drive consumers into failing Affordable Care Act (ACA) individual marketplace plans.

Here's how we have interpreted the recent regulation release and how the Allied Short Term Medical PLUS plan will be impacted:

- Effective Jan. 1, 2017 the government has ruled that a short-term plan can be no longer than three months in duration. However, enforcement of this regulation is delayed until April 1, 2017, as long as any plans sold in 2017 terminate no later than Dec. 31, 2017.
- All plans must disclose that short-term plans are not minimum essential coverage under the ACA and do not satisfy the individual mandate, thus short-term insureds may be assessed a penalty.

- The government has "allowed" insureds to rewrite for additional three-month coverage periods, subject to applicable state laws. Obviously, this does a great disservice to the insured since they will be forced to meet new pre-existing condition periods and restart all benefit out of pockets (e.g. deductible and coinsurance).
- For the Allied Short Term Plan, we will be revising our marketing material to reflect these changes. Beginning April 1, 2017, the only plans available will be prepaid plans of one-, two- or three-month durations. It no longer makes sense to bill monthly for such short durations. This will also allow some rate relief on two- and three-month purchases. We will allow rewrites for insureds subject to state rules (and any new rules that may be promulgated by the states to deal with this).

Allied believes that the government has significantly overreached in trying to define an insurance product that is regulated and controlled at the state level. However, unless there is a successful legal challenge to the new regulations, these are the rules under which we have to operate going forward.



Wishing you

*blessings of health, happiness & success
on Thanksgiving & always.*

Please note

*that Allied National will be closed
Nov. 24-25 for the holiday.
We will be back in the office Monday, Nov. 28.*