



## UPCOMING EVENTS

### Medicare CE's

Stephanie Colonna-Romano will be presenting this 2-hour CE class, Intro to Medicare (#88889309).

**October 3, 9-11am**  
**Crowne Plaza - Fairfield**  
[Click Here to Register](#)

### Oscar - You're Invited

Oscar CFO Brian West and VP of Sales Louis DeStefano will be sharing details about their relaunch into New Jersey and their individual and small group products for 2018.

**October 10th at 8:30 AM Short Hills**

## IN THE NEWS THIS WEEK

### Week of September 25th

Dear Valued Broker,

Within this Instant Recall, you will find a summary of this week's most recent employee benefits changes, carrier announcements, and industry news. We hope you enjoy!

## HEADLINE

### Changes to Age Rating Bands for 2018 Plans

Due to the 2018 Notice of Benefits and Payment Parameters (NBPP) released by the U.S. Department of Health and Human Services (HHS), Horizon Blue Cross Blue Shield of New Jersey will implement new age bands for members in the Individual and Small Group medical markets.

The new age bands better reflect the changes in health risks as individuals get older and provides a more gradual increase in premium rates to better manage the impact on consumers. To make it easier for our members, Horizon BCBSNJ will also apply the new age bands to our stand-alone pediatric dental (SAPD) plans, such as Horizon Young Grins.

Please read the [Broker Brief](#) from Horizon to see the new age bands for 2018.

There will be no changes to three child cap rating rule with Horizon BCBSNJ when calculating family premiums for households with more than three dependent children. This means only the three eldest children will be rated. Additional dependent children will not be charged for medical or SAPD coverage.

For more information, please

[Register Here](#)

**October 12th at  
4 PM Edison**  
[Register Here](#)

## TWEET OF THE WEEK

McConnell spokeswoman: Senate to vote next week on Graham-Cassidy [politi.co/2hgO2UY](https://politi.co/2hgO2UY)



[Tweet of the Week](#)

## AmeriHealth 2018 Rollout

AmeriHealth is very excited to host their upcoming rollout meetings for 2018!

These meetings will go over:

- All market segments, including individual, small group (2-50), and large group.
- Rules, processes, and eligibility.
- Products!

## CARRIER UPDATES

### Horizon BCBS - 2017 NJBIZ Reader Rankings Results

NJBIZ readers have named Horizon Blue Cross Blue Shield of New Jersey "Best Insurance Provider" in its inaugural Reader Rankings, published September 18.

The NJBIZ Reader Rankings results are based on reader feedback about the top New Jersey businesses and organizations across 52 categories, including real estate, banking, health insurance and others. The top three in their respective categories were recognized in the publication.

[Read More](#)

**October 17th at  
9 AM**  
**MIG Cranbury**  
[Register Here](#)

**October 24th at  
9 AM**  
**Webinar**  
[Register Here](#)

**Oscar 2018 New  
Jersey Product  
Webinars**

### **Aetna Senior Supplemental - Hurricane Relief**

Aetna has been working diligently to offer support to the communities that have been impacted by Hurricane Harvey and Hurricane Irma. We thank you for your support in helping these members who have been affected and Aetna is here to help.

Aetna understands that members in the areas impacted by these natural disasters are facing many challenges, so they are modifying some of their policies to help.

[Read More](#)

**Monday,  
October 16th 1  
PM**

**Thursday,  
October 19th 1  
PM**

**Monday,  
October 23rd 1  
PM**

**Thursday,  
October 26th 1  
PM**

[Please click here  
to register](#)

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### **CMS - Plan Year 2018 Registration & Training Overview**

CMS will replay presentations of the PY2018 registration and training webinars originally held on July 26th for new agents and brokers and on July 27th for returning agents and brokers.

[Read More](#)

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**AmeriHealth  
Broker Seminars**

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### **UHC/Oxford - Action Required for NY Small Groups**

As a reminder, New York small groups currently offering only an Oxford Health Plans (NY), Inc. (OHP) HMO plan with a coverage end date of Oct. 1, 2017 need to purchase a new Oxford Health Insurance, Inc. (OHI) policy before their current OHP plan ends. These groups did not receive a renewal package from Oxford and need to apply as a new group.

Replacement information for Oct. 1, 2017 groups that currently only offer an OHP plan design will be available in IDEA through Sept. 30, 2017. After Sept. 30, 2017, information previously entered into IDEA for these groups will no longer be available and manual submission will be required in order to maintain existing group and member ID numbers.

[Read More](#)

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**SAVE THE  
DATE!**

**South Seminar  
Nov 1, 9-11:30  
am  
The Westin  
Mount Laurel**

**North Seminar  
Nov 2, 9-11:30  
am  
The  
Renaissance  
Woodbridge**

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### **MARTIN UP-TO-THE-MINUTE**

We have summarized the top announcements from the carriers and Martin to keep you up-to-the-minute with the news and happenings in the industry! Check out what's happening below.

[Oxford November Renewals Posted to Your Dashboard](#)

[Horizon November Renewals Posted to Your Dashboard](#)

## IMPORTANT DEADLINE AND REMINDERS

Stay up-to-date and prepared with all the upcoming new business and conversion deadlines with the major SEH carriers in NJ.

[Click here](#) for 2017 Horizon BCBSNJ deadlines

[Click here](#) for 2017 AmeriHealth deadlines

Please visit our [Events](#) page for a complete list of all new and retention business deadlines.

## 2017 INDIVIDUAL REGISTRATION LINKS

[2018 Gorman Sentinel Elite \(Horizon\)](#)

[2017 Litmos \(AmeriHealth\)](#)

For more information, please contact Tyler Crine at [contracting@martinins.com](mailto:contracting@martinins.com)

Any Questions or Feedback?  
Please contact Jessica Martin at [jessmartin@martinins.com](mailto:jessmartin@martinins.com)



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