

A look at the week's most recent employee benefits & announcements

IN THE NEWS THIS WEEK

Upcoming Events

Week of October 17th

Horizon BCBS of NJ and Martin Insurance Group Broker Sales Conference

Horizon Blue Cross Blue Shield of New Jersey and Martin Insurance Group cordially invite you and two members of your team to join us at our 2017 Broker Sales Conference on Tuesday, November 1st at the Heldrich Hotel located in New Brunswick, from 9:30 AM - 12:00 PM. Breakfast will be served.

Horizon Blue Cross Blue Shield of New Jersey promised New Jersey that OMNIA Health Plans would make health care more accessible and more affordable in our state. This year, they're doing more than ever to deliver on that promise.

Our business session will provide you and your team members an overview of the 2017 OMNIA Health Plans as well as an overview of key Specialty Products and Services such as Horizon Dental, Horizon Vision, Horizon Wellness, and others.

We hope you and your team members will join us for this special day. To RSVP, please email Jessica Martin by Wednesday, October 26th at Jessmartin@martinins.com or 609-356-1500.

Please [click here](#) to register for the event

For more information, please contact Jessica Martin at jessmartin@martinins.com

MARTIN SPEAKS

CARRIER UPDATES

Horizon Broker Portal Access

Just a friendly reminder...all individual users must routinely access the broker portal system. Your associated privileges will be locked/disabled after a sixty day period of inactivity. If this occurs, users must contact the Horizon Broker IT Support area in order to regain access privileges. You will find their email address and contact number below.

Email: Brokersupport@horizonblue.com

Phone: For technical issues, brokers should call 1-888-777-5075

CJAHU November Meeting: Carrier Speed Dating

You have coffee, breakfast and a seat while the carriers rotate to each table to discuss their 2017 products, guidelines, and other news and notes to help you crush it to end the year! You will have more direct access and the opportunity for more personalized interaction with each representative.

Stephanie Colonna-Romano will also provide a 1 hour Continuing Education course covering 2017 SEH rules, payment parameters, and more!

The meeting will be November 10th from 9 AM until 11 AM.

**Thursday, November
10th
9 AM- 11 AM**

Please note, all locked/disabled or individual user IDs not requesting reactivation within sixty days of their inactivity will be automatically deleted.

[Click here](#) for Horizon's Portal Access Form

Aetna Deadlines Set for ACA 1-50 November and December Effective New Business

In order to ensure timely and effective set up, we have established the following deadlines for November and December New Jersey ACA 1-50 new business submissions:

- November 1 Effective Date Deadline for Submissions: Thursday, October 20
- November 15 Effective Date Deadline for Submissions: Thursday, November 3
- December 1 Effective Date Deadline for Submissions: Friday, November 18
- December 15 Effective Date Deadline for Submissions: Friday, December 2

[Click here](#) to read more

UHC Report Helps Self-funded Clients Calculate 2016 Transitional Reinsurance Fee

The Affordable Care Act requires contributions to be paid by health insurance issuers and self-funded group health plans to fund a Transitional Reinsurance Program in place from 2014 to 2016. The fees are collected by the Department of Health and Human Services (HHS).

For 2016, the process is similar to 2015 but there are two differences employers should be aware of:

- First, both a billing contact and a submission contact must be listed on submission, and they cannot be the same individual.
- Second, HHS changed the Agency Lookup Code (ALC+2 value) used by banks to make sure payments to the government are not blocked. To avoid a delay, your clients need to let their bank know the new number.

[Click here](#) to read more

Broker Incentive for Combined Ancillary Product Sales

Brokers will receive a one-time bonus per group on the USABLE annualized premium for sales of Life and/or Disability insurance. The bonus applies to groups with plan effective dates of November 1, 2016 through March 1, 2017. All bonuses earned will be paid after the first month's Life and/or Disability premium is received for all qualified groups. The bonuses are paid on the annualized USABLE premium only and are in addition to the standard USABLE commissions and incentive program.

This program:

Rewards an incentive payment of ...	Per sold group for a ...
3% of USABLE annualized premium	\$10,000 or greater USABLE Life and/or Disability policy sold with Horizon Dental
5% of USABLE annualized	\$10,000 or greater USABLE Life

Hilton Garden Inn
Edison, NJ

REGISTER **HERE**

For more information,
please contact
jessmartin@martinins.com

Horizon BCBS Webex Series: Member/IHC Broker Portals

Due to scheduling issues, the Horizon BCBS Broker Education WebEx: Member/IHC Broker Portals has changed some of their dates and times for their previously scheduled webinars.

Below is the new registration information for this event:

Date: October 24, 2016
Time: 11:00AM - 12:00PM EST
Member/Broker Portal Updates

Presented by: Sales Training
Registration Link:
Member/Broker Portal Updates,
[Monday, October 24, 2016 11am](#)

Date: October 24, 2016
Time: 1:00PM - 2:00PM EST
Member/Broker Portal
Update4s

Presented by: Sales Training
Registration Link:
Member/Broker Portal
Updates, [Monday, October 24, 2016 1pm](#)

Date: October 25, 2016

premium

and/or Disability policy sold with
Horizon Dental AND Horizon
Vision

Time: 11:00AM - 12:00PM EST
Member/Broker Portal Updates

[Click here](#) to read more

Important Information for Medicare Members From AmeriHealth NJ

In the coming days, AmeriHealth will be sending letters with FAQs to all group members who are, or will soon be, eligible for Medicare and whose group benefits include Medicare Exclusion. This letter is intended to encourage them to enroll in Medicare Parts A and B to maximize their health plan benefits and minimize their expenses.

[Read More.](#)

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.

[Horizon BCBS Webex Series: IHC and Small Group Product Update for 2017](#)

[Rescheduled: Horizon BrokerEducation Series: Member/IHC BrokerPortals](#)

[NJ Small Group Changes for 2017](#)

IMPORTANT DEADLINES AND REMINDERS

New Business and Conversion Deadlines

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

[Click Here.](#)

2017 MARKETPLACE REGISTRATION LINKS

[Horizon BCBS 2017 Sentinel Elite](#)

For more information, please contact Greg Nocera at gnocera@martinins.com.

Presented by: Sales Training
Registration Link:
Member/Broker Portal Updates,
[Tuesday, October 25, 2016, 11am](#)

Date: October 25, 2016
Time: 1:00PM - 2:00PM EST
Member/Broker Portal Updates
Presented by: Sales Training
Registration Link:
Member//Broker Portal
Updates,
[Tuesday, October 25, 2016, 1pm](#)



JOIN OUR MAILING LIST

Any Questions or Feedback?

Please contact Jessica Martin at
jessmartin@martinins.com