



IN THE NEWS THIS WEEK

Week of March 6th

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

Republicans Release Legislation to Repeal and Replace ACA

Monday, the House Ways and Means Committee released legislation to repeal and replace ACA through a budget process known as reconciliation.

The legislation, part of House Republicans' American Health Care Act, removes many of the ACA's taxes and mandates and advances policies proposed by President Trump to enhance and expand health savings accounts and provide tax credits to help Americans access quality, affordable health care.

Please [click here](#) to read House Ways and Means Summary of the American Health Care Act

Read what Speaker Paul Ryan has to say about the [new bill](#)

UPCOMING EVENTS

SEMINAR: BUSINESS DEVELOPMENT HOSTED BY CJAHU

Looking to increase revenue, build your business, combat some industry struggles?

March 9th
9:00 AM - 2:30 AM
[Click here to register!](#)

WEBINAR: UHC MARKET AND PRODUCT UPDATES

Topics will include:
OHP and OHI migration, online payment options, UHC specialty benefits, and more!

March 24th
10:00 AM
[Click here to register!](#)



THE
**AMERICAN
HEALTH CARE
ACT**
#REPEALANDREPLACE

TWEET OF THE WEEK



Tom Price, M.D. [@SecPriceMD](#) · Mar 2

Our current [#healthcare](#) system just isn't working. It's time for solutions that empower patients, that put YOU in charge of your healthcare.



Working to Empower Patients with Affordable, Quality Healthcare

Our nation's current healthcare system is not working for patients and their families. HHS and President Trump are committed to providing relief to the American people.

107 214 425

[Tweet of the Week](#)

CARRIER UPDATES

AmeriHealth - Introducing the New Sales Portal

Signing on to the new platform is seamless - beginning Monday, March 6, 2017, simply log in at amerihealthnj.com using your ROAM username and password.

You will continue to have access to the current version of ROAM for 90 days using the direct link.

What's new?

The Sales Portal Home Page shows important information front and center including:

- My Apps
- Broker Alerts
- Alerts
- Reports
- Featured News
- Personal Links

What's changing?

- Resource Center
- Document Upload
- Quick Links.

[Read More](#)

Qualcare - EANJ # Policy

Effective immediately, all new and renewal groups must enroll and provide their EANJ number prior to group installation.

What is the change?

For the past calendar year or so, Qualcare has been allowing groups to submit their paperwork without some pieces of information (EANJ# being one of them) as a crutch to improve turnaround times. The intent was to have sales or account management follow up after enrollment to receive that information. While it worked for a short while, with the volumes of business they have been seeing, it has been causing extra work on the back end. Now, groups need to submit their EANJ # with their enrollment paperwork.

For renewals, groups who came onto the plan off cycle (meaning not at the start of a quarter) should submit their EANJ number with their paperwork and renew when notified by EANJ. EANJ notifies Qualcare monthly of any groups who do not renew, and as such, if a group foregoes renewal with EANJ will be terminated from the health plan.

Please contact Broker Support at brokersupport@martinins.com with any questions.

Horizon - Broker Education Series: Dental, Vision and Wellness

The live February Broker Education sessions: IHC Specialty Products/Services and Value Adds were completed and Horizon-BCBSNJ was pleased with their success!

[Click here](#) to see a copy of the presentation

AmeriHealth - SBC Updated to Comply with HHS Mandate

HHS has mandated changes to the SBC template for all insurers beginning April 1, 2017. Some of the more notable changes to the template include:

- General redesign of all pages
- Significant language and rules updates, including a few that impact answers: Indication of Out-Of-Pocket Maximum Calculation Type, Grandfather Status, American Indian/Native Alaskan
- Updates to Coverage Example page, including addition of a 3rd example
- Inclusion of a new uniform glossary

[Read More](#)

AmeriHealth - Updates to Select Drug Program Formulary

Standard quarterly changes to the Select Drug Program formulary effective April 1, 2017, include:

- Additions of generic and brand drugs to the formulary
- Drugs moved to a higher tier on the formulary
- Additions to the list of drugs that require prior authorization
- Deletions to the list of drugs that require prior authorization

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Horizon - Brief Notes: Budget Response

In his State Budget address on February 28, 2017, the Governor asked Horizon BCBSNJ to consider contributing money from its reserves to help fund state programs. If Horizon does not agree to that invitation, they expect the State will become more aggressive in trying to take the reserves. Horizon finds this proposal troubling as the health insurance industry is in the midst of one of the most volatile times for health care in American history. Given the current national political environment, in particular the proposed repeal and replace of the Affordable Care Act, Horizon finds it dangerous to propose a measure that will weaken the safety net that protects our more than 3.8 million members.

[Read More](#)

UnitedHealthcare - St. John's Episcopal Hospital Contract Termination

As part of their commitment to provide your clients and their plan participants with access to comprehensive and affordable health care services, they're currently negotiating a new agreement with St. John's Episcopal Hospital, in Far Rockaway, New York.

Their current agreement with St. John's Episcopal Hospital, which affects both UnitedHealthcare and Oxford commercial products, terminated on February 15, 2017.

In accordance with the two-month cooling-off period mandated by the State of New York, covered services received at St. John's Episcopal Hospital will continue to be in-network through April 14, 2017.

[Read More](#)

Aetna Senior Supplemental - March Mania Sales Incentive

Between March 1-March 31, 2017, you can receive a bonus payout of \$200 per underwritten policy and \$50 per open enrollment policy issued when you submit qualifying applications of Medicare Supplements in the following states: Arizona, Georgia, Idaho, Illinois, Kansas, Kentucky, Michigan, Mississippi, North Carolina, New Jersey, Ohio, Pennsylvania, Texas.

[Read More](#)

AARP - Commission Amendment Update

UnitedHealthcare Medicare Solution is amending its agent/agency contracts. AARP Medicare Supplement Insurance is launching Plan G, which has been added to the compensation schedule and will be available in many states as of July 1, 2017. No action is required. This change will take effect automatically.

To review the amended agreement, [click here](#).

[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.

[Republicans Release Legislation to Repeal and Replace ACA](#)

[AmeriHealth May 2017 Renewals Posted to Your Dashboard](#)

[Horizon May 2017 Renewals Posted to Your Dashboard](#)

[Oxford May 2017 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

[2017 Gorman Sentinel Elite \(Horizon\)](#)

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

For more information, please contact Jenn Mellen at jmellen@martinins.com

Any Questions or Feedback?
Please contact Jessica Martin at jessmartin@martinins.com

