

IN THE NEWS THIS WEEK

Week of April 2nd

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

Horizon BCBS Changes to NJ Newborn Mandate

On January 16, 2018, New Jersey updated the existing NJ Newborn Mandate that provides coverage for all newborns from the moment of birth for the first 31 days to now provide coverage from the moment of birth for the first 60 days.

The newborn child of the subscriber or his or her spouse is covered for injury or sickness, including the necessary care and treatment of medically diagnosed congenital defects and abnormalities.

Please [click here](#) to read more about the Horizon BCBS changes to NJ Newborn mandate.

For more information, please reach out to ljohnson@martinins.com

TWEET OF THE WEEK

UPCOMING EVENTS

Earn Complimentary CE Credits & Learn About Aetna's Senior Product Offerings!

Tuesday, April 10, 2018

Martin Insurance Group

2PM

[Register Here](#)

Long Term Care Insurance 101 & Free CE Credits

Thursday, April 19, 2018

The Palace at Somerset Park

2PM



NEW POLL: Survey of the non-group market finds 9 in 10 enrollees plan to continue buying insurance despite recent repeal of the individual mandate penalty. Most say the [#individualmandate](#) was not a major reason they got coverage in 2018 kaiserf.am/2JaboFr [#ACA](#)

Top Reasons Non-Group Enrollees Buy Insurance

To protect against bills in case of illness or accident

75%

Peace of mind

66%

Ongoing medical care for them or family member

41%

Law requires that they have insurance

34%



[Tweet of the Week](#)

CARRIER UPDATES

Cigna - Reduces Opioid Use by 25% Among Customers

Cigna, in partnership with more than 1.1 million prescribing clinicians, has achieved a 25% reduction in opioid use among its customers, reaching this key metric one year ahead of its ambitious initial goal.

[Read More](#)

QualCare - Affiliated Physicians and Employers Health Plan is Going Green

QualCare is introducing paperless billing statements. Invoices will be sent via email to the group's administrative billing email address. Invoices are typically

generated between the 15th-20th of each month for the following month.

[Read More](#)

Horizon BCBS - New Sales Leaders Named

Horizon Blue Cross Blue Shield of New Jersey has made two key leadership appointments within their Commercial and Major Accounts teams.

The appointments leverage these leaders' strong relationships, built over many years, within their respective market segments.

Horizon BCBSNJ is confident these promotions will help them continue to deliver on "Our Promise" of serving with excellence and dedication, providing peace of mind, and enriching the lives and health of their members and the communities they serve.

[Read More](#)

MetLife - Exclusive Resource for MetLife Brokers - The Latest Washington Review

MetLife has released their latest issue of Washington Review, their quarterly e-newsletter that examines the latest legislative, regulatory and policy updates.

[Read More](#)

Amerihealth - New Small Group HSA Plans Effective April 1, 2018

Amerihealth is excited to announce the introduction of three new Small Group HSA plan designs that became effective on April 1, 2018.

These new HSA plans will serve to round out our already competitive HSA plan portfolio in the small group marketplace.

[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.

[AmeriHealth June 2018 Renewals Posted to Your Dashboard](#)

[Horizon BCBS June 2018 Renewals Posted to Your Dashboard](#)

[Oxford May 2018 Renewals Posted to your Dashboard](#)

[AmeriHealth May 2018 Renewals Posted to Your Dashboard](#)

[Horizon BCBS Health Plus Plan Broker Bonus Edition](#)

[Horizon BCBS Auto-Pay Campaign Launch for Individual Members](#)

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 2018 Horizon BCBSNJ deadlines

[Click here](#) for 2018 Oscar deadlines

[Click here](#) for 2018 UHC/Oxford deadlines

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

2018 INDIVIDUAL REGISTRATION LINKS

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

[2018 Litmos \(AmeriHealth\)](#)

[2018 Oscar Producer Onboarding](#)

For more information, please contact Tyler Crine at contracting@martinins.com