

Bi-monthly Publication

PRICE TRANSPARENCY: PRIVATE PLANS PAY MORE, A LOT MORE

A new report published by RAND found that during 2022 private insurers paid hospitals on average 254% of what Medicare would have paid for both inpatient and outpatient services.

Looking at the information from over 4000 hospitals in 49 states, the report showed that private health plans were paying more for the same services; despite wide price variation according to state.

While the number of hospitals and insurance claims has grown, the state-level average price remains 200% greater than Medicare prices.

In 2022, prices for inpatient hospital services averaged 255% higher than Medicare prices, outpatient services averaged 289% higher, and other professional services averaged 188% higher. Even prices for common outpatient services swelled, averaging 170% higher than Medicare payments.

The report estimates that about 160 million Americans have private health insurance, and these hospital increases are key growth drivers in per capita spending. [Read More Here...](#)



Dealing With Stress, Burnout In The HR, Benefits Department

With fatigue and exhaustion on the rise among HR leaders, plan sponsors are tasked with managing the stresses that their benefits teams face while also prioritizing the needs of their participants.

As staff members in the HR and benefits department often wear multiple hats, from overseeing an organization's retirement plan to managing a company's health care benefits, it is easy for these workers to feel overwhelmed, stressed and burnt out at times.

For plan sponsors, who are often in charge of leading these teams, it is important to be aware of the challenges that HR and benefits staff members face daily and not blur the line of fiduciary responsibility with these employees. [Read More Here...](#)



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Inside This Edition

CVS CEO On Medicare	2
Fraudulent Coverage	2
Millennials Online Advice	3
Fiduciary Rule For Changes	3
Presidential Debate	4
NABIP-TX Convention Photos	5
Chapter Agendas	6-10

CVS CEO to Wall Street: People In Medicare Advantage Are In For A World Of Hurt As We Focus on Profits

If you are enrolled in an Aetna Medicare Advantage plan, now might be a good time to get more nervous than usual.

Wall Street is not happy with Aetna's parent, CVS Health. In response to that unhappiness, triggered by the company's admission that it has been paying more claims than usual, CVS execs have promised to do whatever it takes to get profit margins back to a level investors deem suitable.

That means the odds have increased that Aetna will refuse to cover the treatments and medications your doctor says you need. It also means CVS/Aetna likely will increase your premiums next year and might dump you altogether. The company has a long history of doing just that, as you'll see below.

Medicare Advantage companies in general are facing what Wall Street financial analysts call headwinds, and those winds are now coming from several sources: increased Congressional scrutiny of insurers' business practices, Biden administration efforts to end years of overpayments that have cost taxpayers hundreds of billions of dollars, enrollee discontent, and a gathering storm of negative press. [Read More Here...](#)

Court Addresses Allegations That Health Plan Participants Sold Their Data for Fraudulent Coverage

There's a lot happening with healthcare right now. This week's notable decision touches on several issues worth paying attention to, including healthcare data mining, "junk" health insurance plans, and health plan marketing practices.

Interestingly, the case is not at heart an ERISA case, although it presents ERISA preemption issues and involves healthcare plans that are potentially governed by ERISA. The parties are a healthcare enrollment center/insurance broker (plaintiff Quick Health), a data-mining company (defendant Data Marketing Partnership), a group of healthcare plans (defendant Providence Plans), and the sponsors and administrators of those plans (defendants Hawaii Mainland Administrators, LLC and Suffolk Administrative Services, LLC).

The parties were players in a complicated scheme to bring group health plans to market. Their business relationships soured and this litigation arose after participants of the plans became unhappy with their coverage and cancelled their insurance. According to Quick Health's complaint, defendants banded together to unfairly lay the blame on Quick Health for the breakdown of the arrangement. In its suit, Quick Health is seeking to recover the financial losses it incurred from defendants' representations. [Read More Here...](#)

Millennials, Gen Z Twice As Likely To Get Financial Advice Online, Study Finds

Financial professionals should leverage social media to connect with millennials and Gen Z, as new research indicates they are twice as likely to get financial advice online than from a professional, says financial counselor Myles Ma.

“Advisors need to be where their clients are, and for these younger generations, that’s on social media,” said Ma, a certified personal financial counselor at Policygenius.

He noted that the willingness of younger generations to try popular “financial hack” trends from social media, and their openness to non-traditional financial assets, indicates they are interested in financial advice. [Read More Here...](#)



If you can dream it, then you can achieve it. You will get all you want in life if you help enough other people get what they want!

Zig Ziglar

Fiduciary Rule To Take Effect Sept. 23, Setting Stage For Major Changes, Legal Battle

Department of Labor officials ushered in what is sure to be a fierce, and lengthy, legal battle today with a preview of its long-awaited, and industry despised, Retirement Security Rule.

The official name is merely a euphemism for the fiduciary standard it brings to nearly all sales of life insurance and annuities. That was published May 2, 2024 in the Federal

Register, the RSR will take effect Sept. 23, the DOL said in a news release.

It is expected to overhaul nearly all aspects of the traditional, commission-based insurance sales process, with many compensation practices banned and new compliance structures required. But first, the RSR must withstand the coming court challenges that a 2016 fiduciary rule could not. [Read More Here...](#)



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Presidential Debates Scheduled

President Joe Biden and former President Donald Trump agreed to participate in two presidential debates. The announcement came hours after Biden said he would not participate in traditional debates organized by the nonpartisan Commission on Presidential Debates, calling instead for an expedited debate schedule and stricter rules on interruptions, among other conditions.

CNN will host the first debate June 27 with an ABC rematch slated for Sept. 10—networks fitting the Biden camp's criteria for having broadcast primary debates for both parties in recent cycles. Biden's team had also called for no live audience at the events and no surprise moderators. Any candidate polling above 15% nationally who is on enough state ballots to win 270 electoral votes can participate—effectively excluding third-party candidate Robert F. Kennedy Jr.; Kennedy is currently on four state ballots and polling at 10%. See the latest polls [here](#).

The June debate will occur prior to the official nominating conventions for both candidates. Trump's New York hush-money trial is expected to conclude by then.



NABIP-TX State Convention

Images From The April 2024 State Convention



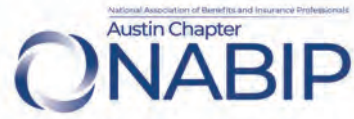
LIVE - LAUGH - LEARN - CONVENTION 2024



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April Chapter Agendas


AUSTIN




www.austinahu.org

NABIP Austin June 20th Monthly Meeting- Understanding the Dual Special Needs Plan Population and How to Engage Them Where They Are



 June 20, 2024
11:30 AM - 1:00 PM
[Add to Calendar](#)

 Meanwhile Brewing Company
3901 Promontory Point Drive
Austin, TX 78744
[Venue website](#)
[Directions](#)

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FORT WORTH

www.nabip-fw.org



Chapter Awards and Donna Carnall Luncheon

June 13 @ 8:00 am - 5:00 pm



DETAILS

Date:

June 13

Time:

8:00 am - 5:00 pm

Event Category:

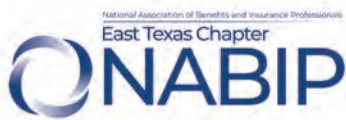
Monthly Meeting

ORGANIZER

NABIP-FW

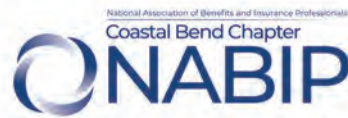
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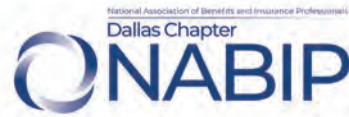
LONESTAR



www.lonestarahu.org

DALLAS

www.dahu.org



NABIP-Dallas (DAHU) Monthly Luncheons and special events will be held at Vouv Dallas!

**Vouv Event Space, 4445 Sigma Road,
Dallas, TX 75244**

<https://vouvdallas.com>



June 19, 2024 | MONTHLY LUNCHEON "The Pros and Cons of Offering Group Insurance Benefits Through a PEO" presented by Christina Hageny, President at Valor Payroll Solutions - 11:30 - 1:00

[REGISTER HERE](#)

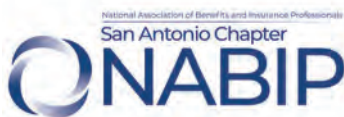
NABIP-Dallas (DAHU) Upcoming Dates - Details to follow

July 17, 2024 | MONTHLY LUNCHEON

August 21, 2024 | ROCKSTAR SALES SUMMIT (Previously Medicare Summit)

SAN ANTONIO

www.sanantonioahu.org



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HOUSTON



www.nabip-htx.org

2024 NABIP Houston Charity Golf Tournament



June 03, 2024 | 7:00 AM - 3:00 PM
[Add to Calendar](#)

Northgate Country Club | 17110 Northgate Forest Drive
Houston, TX 77068
<https://northgatecountryclub.com/>
[Directions](#)

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Tickets

Volunteer Event at Kids Meals



June 12, 2024 | 12:30 PM - 2:30 PM
[Add to Calendar](#)

Kids Meals | 330 Garden Oaks Blvd
Houston, TX 77018
<https://kidsmealsinc.org/>
[Directions](#)

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Tickets

Annual Awards Banquet



June 19, 2024 | 6:00 PM - 10:00 PM
[Add to Calendar](#)

Maggiano's | 2019 Post Oak Blvd.
Houston, TX 77056
[Directions](#)

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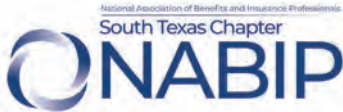
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