



Northeast Ohio Health Underwriters Association

## Press Release

Contact: Lynn Bracic  
Phone: (440) 899-8089  
Email: [neohua@oh.rr.com](mailto:neohua@oh.rr.com)

*For Immediate Release*

### **November 20th Monthly Morning Program**

Cleveland (November 5, 2019) – The Northeast Ohio Health Underwriters Association invites you to our "NEOHUA November 20th Breakfast Meeting Program- Medicare Trends and Updates" Wednesday, November 20, 2019 at the Brecksville Community Center, One Community Drive \* Brecksville, Ohio 44141, (8:00 a.m. Registration, Program begins 8:30 a.m. to 12 Noon)

#### ***"Medicare Trends and Updates"***

**2 CE Approved**

#### **Speakers:**

**Jaime LeBron, National Sales Director**

Cornerstone Senior Marketing

**Tim Shook, Vice President-Individual & Senior**

Cornerstone Senior Marketing

**Date:**

**Wednesday, November 20, 2019**

**Time:**

**8-11 a.m.**

**8:00 a.m registration / buffet breakfast**

**8:30 a.m. NEOHUA announcements**

**9:00 a.am. Presentation**

**Place:**

**Brecksville Community Center**

**CE: 2 CEs have been APPROVED**

**[Click on this link to register online](#)**

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**1. Medicare Supplement in 2020**

- a. What are the changes?
- b. Who does this impact?

**2. LTC & Ancillary Benefits in MA Plans**

- a. What **can** plans now include?
- b. What should we expect for 2020 MA plan filings?

**3. Lessons Learned from new Open Enrollment Period**

- a. How did agents attempt to market compliantly?
- b. How did this impact sales or movement?

**4. Gain in MA Market Share**

- a. MA gain in share over last 2-4 years vs MedSupp membership
- b. What does this say about consumers wants and needs

## **5. Availability and Adoption of Online Enrollment**

- a. Increased availability of online avenues for consumer enrollment
- b. How should brokers react to stay with the market

### **Break:**

## **6. MACRA 2020 Enters the Market**

- a. What it does?
- b. What it doesn't do?

## **7. What about Plan F**

- a. Existing Plan F policies?
- b. Potential Plan F increases?
- c. Options for current Plan F members?

## **8. Affect on Consumer Purchasing**

- a. Med-Supp product share?
- b. Medicare Claims scenario?

## **9. Impact on Medicare Advantage Plans**

- a. MA growth?

## **10. MACRA Rules**

- a. Carrier – Broker?
- b. Watch for dates?
- c. Summary

Refunds must be requested in writing and emailed to [neohiohua@gmail.com](mailto:neohiohua@gmail.com) by 11/13/20

**Brecksville Community Center  
One Community Drive  
Brecksville, OH**

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The Northeast Ohio Health Underwriters Association (NEOHUA) is a trade association representing agents, brokers and other professionals concerned with health insurance. The association works for reform to provide an improved, accessible and affordable health insurance system for all Ohio consumers.