



Sales Webinar #6



**COVERED
CALIFORNIA**

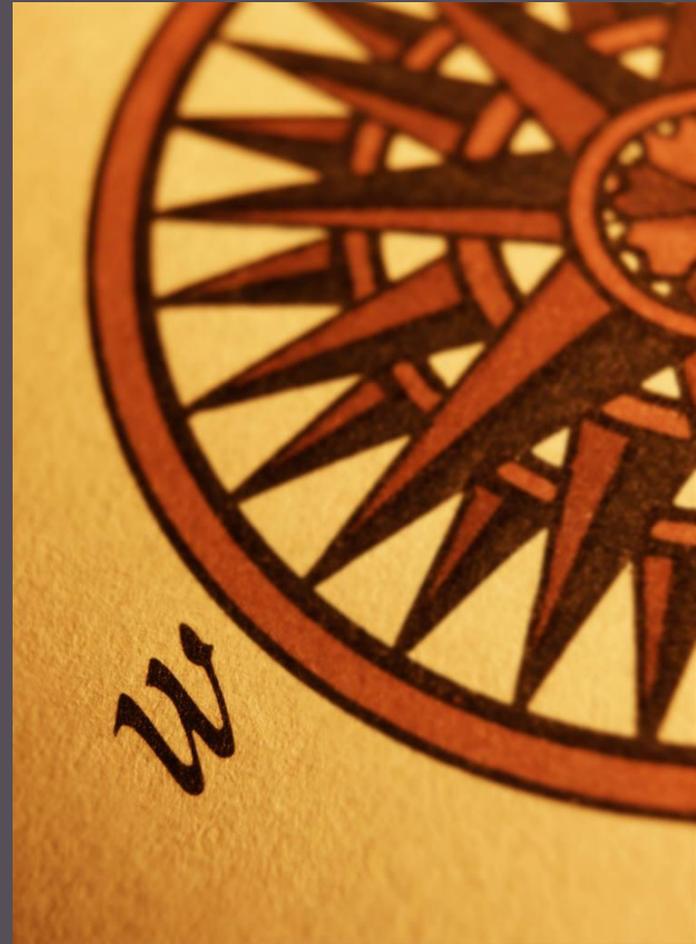


12/17/14



Agenda

- Welcome
- Sales Division
- Partner & Program Updates
- CalHEERS & System Updates
- Important Dates
- Q & A





Sales Divison





Enrollment Status 2014

Enrollment Status

Covered CA Eligibility Determinations	157,361
Plan Selections	144,178
Medi-Cal Enrollments	216,423
Total	Over 592,000



Partner & Program Updates





Voter Registration

- CIAs/CECs are required to assist consumers with voter registration when providing in-person assistance.
 - The Covered California application, both online and paper, contains a new voter registration preferences section to be completed by the CIA/CEC while providing in-person assistance.
 - CIAs/CECs are also required to follow a mandatory voter registration protocol when providing phone assistance to ensure consumer is mailed a voter registration card.



Enrollment Support: Compensation

Total CEE Payments through December 17, 2014

	# Certified Enrollment Entities Paid	Total Paid
Covered CA Plans	542	\$2,804,764
Medi-Cal Payments	468	\$4,147,348
Total Payments made to CEEs		\$6,952,112

Total Agent Commissions Paid through December 17, 2014

	# Certified Insurance Agents Paid	Total Paid
Medi-Cal Payments	~3,000	\$1,185,114
Total Payments Medi-Cal payments made to CIAs		\$1,185,114



SHOP Update



What's New!

NOW THERE'S
EVEN MORE TO
LOVE ABOUT
SHOP

Rate Changes

For rates effective January 1, 2015, SHOP will change the method used to calculate rates. Employee zip code will now be used for rate calculation, rather than employer zip code, which may provide cost savings, depending on the location of your business or residence.

Adult Dental

Employers will now have the option of offering stand-alone dental coverage for adults, beginning January 1, 2015. Dental benefits are employee paid with no additional cost to employers, allowing businesses to expand benefit offerings without increasing benefits cost.

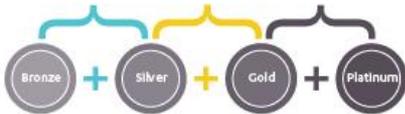
Alternate Benefit Plans

For coverage or renewals effective on or after October 1, 2014, SHOP has expanded benefit plan choices for employees – depending on your location. Check the benefit plan summaries or on the SHOP website for information on the alternative benefit plan choices.

NEW Dual Tier Choice

Dual Tier Choice lets employers provide employees with more options for benefit plan choices. The Dual Tier Choice option is available for coverage starting on or after October 1, 2014.

With this new option, employers select their contribution level and reference plan as before, but can now offer two adjoining metallic tiers to their employees instead of just one. The employee decides which plan from the Dual Tier Choice option provides the best coverage at the most affordable price. Because employees have the opportunity to compare health plans at a variety of price points, the result is greater employee choice and coverage more closely tailored to individual needs – all without additional cost to the employer.



CoveredCA.com/small-business (877) 453-9198



SHOP Update

- SHOP Updates Webinar

For more information on SHOP Renewal, 2015 Program Changes and more!

- Recording available online at:

<http://goto.webcasts.com/starthere.jsp?ei=1046483>



CalHEERS & System Updates





Auto-Renewal & Premium Assistance

- Consumers who renew or auto-renewed will receive a notice confirming that they have been renewed.
 - If auto-renewed consumers contact Covered California before December 15, they can change their consent and be re-evaluated for premium assistance for January 2015.
 - If they update their consent after December 15, they may be required to pay for the full premium amount for at least one month, based on the day that their eligibility is re-determined.



Termination Update

- **Terminate Participation Link is Active**
 - The “Terminate Participation” link is active if the consumer’s case has been auto renewed, whether passively or actively, and a plan has been selected for 2015. The “Terminate Participation” link will terminate both 2014 and 2015 plan benefit years. Agents who click on the termination participation link after December 1, 2014 will end the 2014 coverage as of 12/31/14 and cancel the 2015 renewal coverage.
- **Terminate Participation Link is Not Active**
 - The link will remain inactive if the 2015 plan selection is not complete. The consumer’s auto-renewal started but is not complete because the health plan is no longer available. If you have consumers who may have requested terminations before December 1, 2014, please contact the Agents Service Center at 1-877-453-9198.



Mixed Household

- Households with at least one member enrolled in Covered California and at least one member enrolled in Medi-Cal are referred to as Mixed Households.
 - The Agent Service Center can assist agents with consumers in Mixed Households with questions relating to Covered California health plans and notices.
 - Covered California must direct calls concerning Medi-Cal coverage to their county social services office. Prior to obtaining a final Medi-Cal eligibility disposition, any changes consumers in Mixed Household want to make to their account must be directed to their county social services office.
 - www.dhcs.ca.gov/services/medi-cal/Pages/CountyOffices.aspx



Binder Payments

Carrier	Available	Available through Third Party	Not Available
Anthem	X		
Blue Shield	X		
Kaiser	X		
Molina	X		
Health Net			Available in January
LA Care			X
Sharp			X
Valley			X
Chinese Community Health Plan		X	
Western Health Advantage		X	

For Help: <http://www.coveredca.com/youre-in/paying-your-premium/>



Important Dates





Important Dates

12/21/14 Enrollment closes for January 1st coverage at Midnight

12/25/14 Service center closed for Christmas

1/14/15 Next Covered California Sales Division Webinar

Payment Deadline for Individual Marketplace:

Watch for your Invoice from the Carrier, will have payment deadline details



Q & A



www.CoveredCA.com



YouTube

