



NAHU General Agency Principals Council Fly-In

March 15, 2016 Meeting Summary

On March 15, 2016, NAHU's General Agency Principals Council held its first Fly-In to meet with key health policymakers in Washington D.C. The goal of this meeting was education, showcasing the unique perspective GAs serve and their ability to more quickly identify market trends because of the large volume of health insurance business they write. Meetings were held with top health and tax policy specialists for the Senate committee leadership and the Administration.

Highlights of the meeting included discussions of market implications surrounding an employer exclusion cap or removal, protecting the employer-based insurance market and selling across state lines. The Principals Council members voiced specific concerns with changes in rating bands, employer reporting relative to ACA requirements, special enrollment periods (SEP) and the large influx of transition plans set to expire on December, 2016.

As a follow-up to our meetings, the Council will provide the Senate Finance Committee data on the amount of time an insured stays enrolled in a plan, as evidence to the changing marketplace, and potential for adverse selection. Additionally, the Council will provide the Democratic Health Policy Committee information on the number of grandmothers and grandfathered plans that will expire in December 2016 as well as NAHU's thoughts on the Small Business Healthcare Relief Act (H.R. 2911/S. 1697). The NAHU Government Affairs staff will provide the committees the requested information on behalf of the Council.

Meetings held during the March 15th Fly-In:

Office of the White House

Jeanne Lambrew, Deputy Assistant to the President for Health Policy

Office of Senate Majority Leader, Mitch McConnell (R-KY)

Scott Raab, Policy Advisor

Democratic Health Policy Committee Staff

Kate Leone, Senior Health Counsel to Senate Democratic Leader Harry Reid (D-NV)

Elizabeth Jurinka, Chief Health Policy Advisor, Senator Ron Wyden (D-OR)

Juan Machado, Senior Health Advisor, Senate Finance Committee

Melanie Rainer, Senior Counsel, Senate Health, Education, Labor and Pensions Committee

Senior Finance Committee Staff

Kim Brandt, Chief Oversight Counsel

The NAHU General Agency Principals Council consists of the largest General Agencies nationwide, representing tens of thousands of licensed brokers.