

Legislative Report December 2, 2010

1. MLR waiver/phase in:
 - a. We have been working with Director Deal but we had not had much success MLR's. The carriers seem to have backed off. The feeling we are getting is that the carriers are prepared to lose a percentage of the agents in the field.
 - b. We need to encourage agents who get a major percentage of their income from health sales especially individual to start expanding their produce line. If they don't do this, their days are probably numbered in the next few years.
 - c. NAHU have talked to several congressmen on the federal to sponsor a bill requiring commission to be outside the MLR's with a pass through. We will have to wait for the new congress and see if the bill is written and see what the bill says and wait for it to pass. Depending on how this idea is received and who opposes it, the bill could take quite some time to get passed and implemented.
2. Day on the Hill:
 - a. Committee is formed and we have had at least 2 meetings.
 - b. The date is February 3, 2010. CE meeting in the afternoon with legislators and lobbyist. Dinner that evening at the Crystal Ballroom.
 - c. Asking all the agents in the state to sponsor their local representative even if they are not able to attend with the legislator. Letters will go out to both health and life underwriters this week.
3. Capital Conference
 - a. Coming up February 14th -16th at the Hyatt Regency in Washington DC.
 - b. This should be a great time to be there since the issue of health care will be hot and heavy during that time.
 - c. We will have a new representative and the rest of our delegation.
 - d. With the elections on Tuesday, Representative Simpson and Labrador should get on important committees. We have an appointment with Crapo already and hope to have the other appointments set by the end of the December.
 - e. I am hoping to find a hotel that will cost us less so that we can take the money we have set aside to assist members to go. Our hope is to use less of the money allocated by the state and pass some to the locals to encourage at least 1-2 members of the local to go with us. Scott has already found a great deal on airline flights and I have been working on a

hotel deal. I need a rough estimate on the number of rooms that we will need.

4. Conference Call on Exchanges

- a. National has put together a task force to work with the states on the exchanges. The idea is that if the representatives can supply the info from one state to help another one, we may see some uniformity.
- b. California has passed their exchange. I have not seen the design or the products and how the products will be sold.
- c. In Idaho, Governor Otter is scheduled to form a commission to put together an exchange for Idaho. Jim is putting together a meeting with him so that we can press for at least 1-2 members of that commission to be agents.
- d. I will give you updates as they become available.

5. Health Care Task Force Meeting:

- a. The minutes that we received from Jim indicated a pretty interesting meeting.
- b. When I received the minutes of the meeting I went and pulled down the slides for of the presentations at the meeting. Director Deal covers the exchange option for Idaho with the time table he hopes to accomplish.
- c. There was a presentation by the man who was shot by the guy in Pocatello went off his medication because of budget cut backs. The conversation after his presentation was interesting; the representatives had to admit that budget cuts have consequences, even though they have no choice.

6. I have been contacted by a couple of representatives to completely opt out of Obamacare.

- a. I don't know how they plan on getting around the rules but they are determined to offer some kind of plan that will meet the requirements of an opt out option. I will keep you updated as our discussions continue.
- b. There is a problem with many of the health plans offered by the colleges in the state will not qualify for the Obamacare. They will either have to apply for a waiver or change the plan or both.