

**Name of Course:**

Can My Clients Benefit from the New ICHRA

**CE Requested:** 1 hour

**Presenters:**

Determination of Course Hours

Level:

*Viewing Material: PDF slides*

**Target Audience:**

**Course Delivery:** Webinar instruction/Power point

**Overview:** Take Command Health Founder and CEO Jack Hooper and Director of Business Development Kyle Estep speak about individual coverage HRAs. They share insights from early ICHRA adopters and practical examples and case studies from firms that decided to implement ICHRAs.

- I. What is ICHRA?
    - a. Traditional Group Model vs. ICHRA Model
    - b. Market Trends
    - c. Reimbursement HRAs
    - d. ICHRA greatly expands the types and size of clients you can reach
    - e. ICHRA classes allow for flexibility and customization
    - f. Other important changes for HRAs
  - II. ICHRA & Coronavirus
    - a. Your clients are on an emotional rollercoaster
    - b. Many will need to make strategic decisions quickly
    - c. ICHRA can become another tool in the solutions "toolbox"
    - d. ICHRA is predictable and budget friendly for clients who may be struggling with uncertainty
    - e. ICHRA provides portability for employees
  - III. How to Bring ICHRA to your clients
    - a. Early adopters come from a variety of industries
    - b. Many employers adopting ICHRA are new to benefits
    - c. Most early adopters were using ICHRA to solve problems
    - d. How you implement an ICHRA was key
    - e. Four tipping points to rapid ICHRA adoption
  - IV. ICHRA Case Studies
    - a. Case Study 1 – Managing Risk
    - b. Case Study 2 – Flexibility
    - c. Case Study 3 – Containing Costs
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