

Individual Market 2022

1. Overview of market **(5 minutes)**
 - a. Population and current enrollment #'s
 - b. Growth projections?
 - c. How are ACA premiums calculated?
 - i. Community rating
 - ii. Risk Corridors
2. Eligibility Snapshot **(7 minutes)**
 - a. Who qualifies for enrollment
 - b. Special market segments
 - i. Underserved populations
 - ii. Low income
 - iii. Ethnic communities
 - iv. Millennials/Gig economy
3. Options **(10 Minutes)**
 - a. ACA vs Short Term
 - b. What about Medicaid?
 - c. What about Medicare?
4. Enrollment timeframes **(5 minutes)**
 - a. OEP vs SEP
5. Subsidy calculations **(10 minutes)**
 - a. Enhanced subsidies- The American Rescue plan
 - b. Coordination with Medicaid
 - c. Batch redetermination
 - d. How to help clients reconcile their income
 - e. Unique circumstances – non conforming prospects
 - i. Case study
6. Future Outlook **(2 minutes)**
7. Networks in the Ohio Market **(3 Minutes)**
8. a new option for employers: ICHRA **(5minutes)**
9. State vs Federal marketplace **(2 minutes)**
10. Helping prospects year round **(3 minutes)**
11. Help on demand (2 minutes)
12. Sampling of broker enrollment tools **(5 minutes)**

Q&A