

The Changing Role of the Benefits Advisor Under the Affordable Care Act

Columbus Association of Health Underwriters

Presenter:

**Daniel R. Meylan
National Sales Director
Allied National
Overland Park, KS**

March 1, 2016

Summary Outline with timing for CE Credit approval

- | | |
|-------------------------------------|------------|
| 1. Introduction – | 2 minute |
| 2. Defining change | 4 minutes |
| a. What is changing | |
| b. What’s not changing | |
| 3. ACA Cost Impact | 1 minute |
| 4. Healthcare Cost Increases | 3 minutes |
| 5. Cooperatives Closings | 2 minute |
| 6. Healthcare “trend” cost drivers | 6 minutes |
| 7. New realities for the broker | 10 minutes |
| a. Who are you Agent or Advisor | |
| b. Comparison Agent vs Advisor | |
| 8. Communications Challenges | 2 minutes |
| 9. Business Challenges | 2 minutes |
| 10. Employer Survey Results | 2 minutes |
| 11. Using ACA to grow your business | 10 minutes |
| a. Fee for services | |
| b. The value of your time | |

12. Agency operational metrics	5 minutes
a. Formula	
b. Best Practices Metrics	
13. Fee for services agreements	2 minute
14. E&O implications	2 minutes
15. Conclusion	2 minutes
	55 minutes