

NAHU – Your Medicare Advocate

July 2019

TIMED OUTLINE

This course was developed to meet the education training requirements and provide students with 1 hour of continuing education.

Course Overview: During this course, participants will learn about ongoing issues facing the Medicare market and Medicare agents, and how NAHU is the leading advocate on behalf of these issues. The course examines how NAHU's recent legislative and regulatory successes help to shape the future outlook on current issues, and provides a status on what is being done to address these challenges. The course also reviews the importance of shaping the Medicare market in its impact on the overall healthcare and health insurance market, and tools and resources available to NAHU members.

Learning Objectives: Upon completion of the course, the participant will know:

- The changing landscape in the Medicare market, including the changing role of agents and NAHU's role in guiding through these changes;
- NAHU's successes in advocating on behalf of Medicare agents, both on the regulatory and legislative levels, as well as the current outlook on these issues;
- The status of NAHU's current initiatives on Medicare issues, including treating COBRA as creditable coverage, addressing the inpatient/observation status issue, the scope of appointment, and allowing HSA contributions for seniors enrolled in Medicare Part A;
- The role that NAHU plays in the legislative and regulatory process to enact changes into law;
- How changes in Medicare impact the overall healthcare and health insurance market;
- How NAHU helps Medicare agents add value to their clients;
- Current challenges facing the industry;
- Tools and resources available to NAHU members.

PRESENTER:

Janet Trautwein

NAHU CEO

Janet Trautwein is the executive vice president and chief executive officer of the National Association of Health Underwriters (NAHU) in Washington, D.C. Her responsibilities include oversight of all NAHU activities and primary representation of the association to the media, government agencies and elected officials at all levels.

Prior to becoming the EVP & CEO of NAHU in 2005, Janet served for many years as the head of NAHU's government affairs department, directing the government and political affairs of the organization.

A frequent speaker on health policy issues, Janet is considered an expert in health insurance markets and health plans of all sizes and frequently testifies before Congress on these issues. Her expertise in issues related to the uninsured, health insurance pools, risk and reinsurance pooling, health-related tax issues, and both national and global health reform has been recognized throughout the industry. In 2004, Janet received the Harold R. Gordon Memorial Award, which honors the "Health Insurance Person of the Year" and is considered to be the most prestigious award in the health insurance industry. Every year since 2006, Janet has been named one of the 100 most powerful people in the insurance industry. She has been published in major newspapers, including *The Wall Street Journal*, *New York Times* and *Los Angeles Times* and she has appeared on hundreds of radio and television programs around the world.

TIMED OUTLINE

- I. NAHU And You (1:15-1:20 PM)**
 - a. NAHU's role in shaping Medicare policy
- II. On the Horizon (1:20-1:35 PM)**
 - a. SOA/Broker bill
 - b. Observation Status
 - c. COBRA as creditable coverage
 - d. OEP for Part D
 - e. HSA Contributions
 - f. Further delay of HIT
- III. Single Payer (1:35-1:45 PM)**
 - a. Medicare For All
 - b. Medicare Buy-In
- IV. Health Advocate (1:45-1:55 PM)**
 - a. Strength in Numbers
 - i. Understanding/communicating change
 - ii. Policymakers role
- V. 2015 Reauthorization (1:55-2:05 PM)**
 - a. Supplement changes
- VI. NAHU Resources (2:05-2:10 PM)**
 - a. Medicare Portal
 - b. Brochure
 - c. Infographic
- VII. Q&A (2:10-2:15 PM)**