



SIEF TopGolf participants

SIIA ENDEAVORS

SIIA held its annual Self-Insured Health Plans Executive Forum March 18-20th at the Westin Charlotte in Charlotte, North Carolina. This event brings together senior executives representing key business partners supporting self-insured group health plans, including third party administrators (TPAs), stop-loss carriers/MGUs, brokers/consultants, captive managers and leading service providers, with the objective of promoting improved collaboration in order to grow the self-insurance marketplace in a responsible way.

The event kicked off with the Self-Insurance Educational Foundation's (SIEF) TopGolf fundraising event. Participants supported the foundation dedicated to ensuring the development of tomorrow's leaders in the self-insurance/ART industry, all while having a great time.

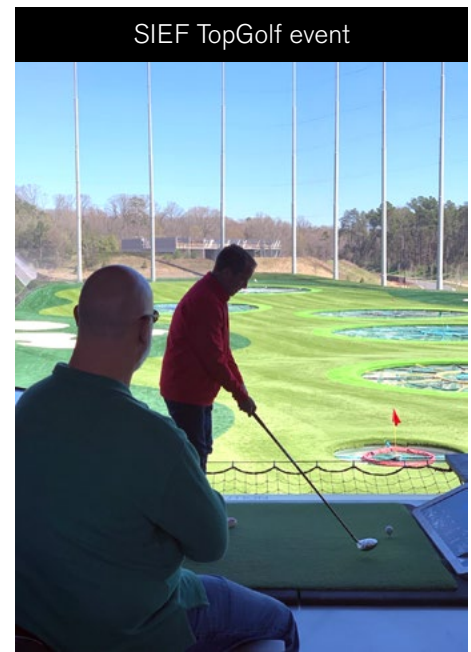
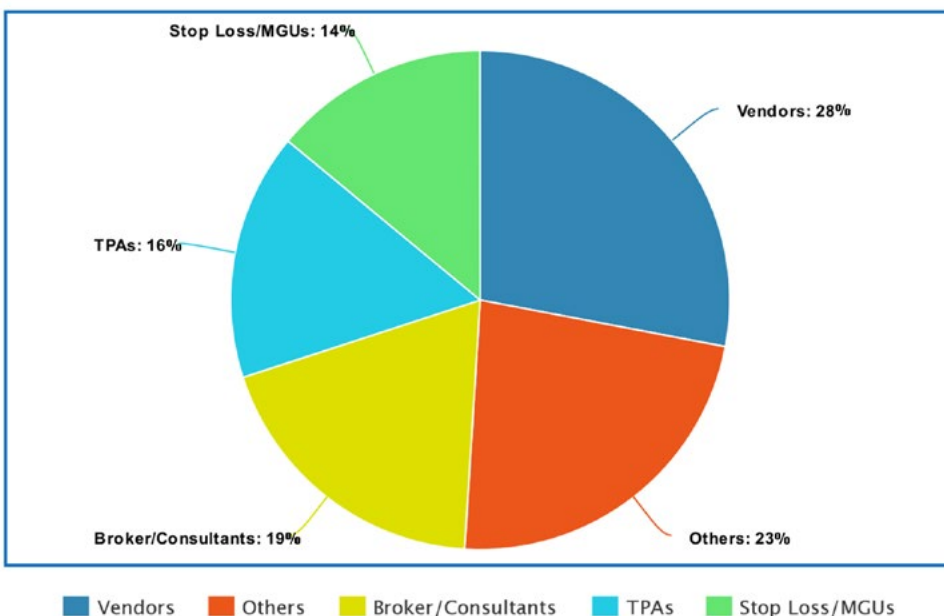
Prior to the Self-Insured Health Plan Executive Forum's main educational program was a special mini-program for the SIIA Future Leaders (SFL). SIIA launched the SIIA Future Leaders (SFL) initiative in fall of 2018, designed to encourage talented younger professionals to become involved with the association and the self-insurance industry.

The special SFL mini-program sessions included:

- Power 90 Networking, where future leaders participated in a structured, 90-minute networking session.
- Working SIIA - What You Need To Know. Duke Niedringhaus, Senior Vice President of J.W. Terrill, a Marsh & McLennan Company shared his insights with the group on how to “work SIIA” to further their career advancement goals while adding current value to their employer.

If you have Future Leaders in your company that you would like to direct to this initiative, or if you are a future leader yourself, we invite you to join the SIIA Future Leaders LinkedIn Group at www.linkedin.com/groups/12098226. More information on SIIA's Future Leaders initiative can also be found at www.sii.org.

The Self-Insured Health Plans Executive Forum's main educational program began with “The Hot Industry Issues Audience Poll” moderated by SIIA President & CEO, Mike Ferguson. Key findings from the survey:



► How was your company's financial performance in 2018?

57% - Very Strong

- 25% - Somewhat Strong
- 13% - Marginal
- 0% - Poor
- 5% - Not sure

► What is your outlook of the self-insurance industry over the next 5 years?

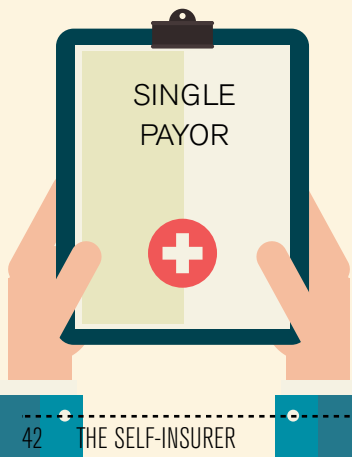
47% - Very Positive

- 42% - Positive
- 11% - Mixed View
- 0% - Pessimistic

► Biggest threats to the self-insurance industry?

#1 - Single Payor

- #2 - Regulation
- #3 - Government



Attendees networking in the exhibit hall

► Biggest single biggest opportunity for the self-insurance industry?

#1 - Transparency

- #2 - Innovation
- #3 - Resource-based Pricing

► What best describes your opinion about referenced-based pricing?

32% - True game-changing strategy that is a long-term solution

- 32% - Mostly positive in the short run, but longer-term is questionable
- 30% - Mixed short-term effectiveness and uncertain about future viability
- 2% - Overrated today and not likely to be viable in the future
- 4% - No opinion

► Is your company involved with stop-loss captive programs?

62% - Yes

- 35% - No

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OTHER EDUCATIONAL SESSIONS AT THE SELF-INSURED HEALTH PLANS EXECUTIVE FORUM INCLUDED:

Technology Strategies Shaping Tomorrow's TPAs - Cheryl Kellond, CEO & Co-Founder of Apostrophe Health and Alex Arnet, Chief Commercial Officer of Lucent Health shared their insights on what successful TPAs of tomorrow will look like.

Preparing Employers for Stop-Loss Captive Programs – Joe DiBella, EVP - Managing Director, Health & Benefits Practice for Conner Strong & Buckelew and Jesse Cray, Attorney at Primer Piper Eggleston & Cramer featured broker/advisor and legal perspectives on how employers should prepare and position themselves to optimize the upside of participating in a group medical stop-loss program.

Self-Insurance Claims Classroom – an interactive session with Adam V. Russo, Esq., CEO of The Phia Group, LLC.

Making it Work with the Third Wheel – Legacy Vendor Arrangements – presented by Brian Connelly, Director of Product Development & Strategy for Gilsbar, LLC, Jonathan Logan, President of Logan & Associates of Louisiana, Inc., Dan Myers, Vice President of Client and Business Development for EBMS, and Erin Weenum, Chief Strategist, Employee Benefits of Leavitt Group. The panel discussed real world

examples to provide practical advice on how best deal with “Third Wheel” situations.

Beyond Disruptors and Rock Stars – Let's Talk Execution – presented by Mark Gaunya, Co-Owner and Chief Innovation Officer of Borislow Insurance, Kevin Trokey, Founder of Q4intelligence, Jim Rinere President of CWI Benefits, LLC, and Arlene Cayetano, FLMI, President & CEO, Managing Member of Greymatter Risk Management, LLC. The panel discussed what is going right and where there is room for improvement on how brokers/advisors, TPAs and stop-loss carriers work together in serving the interests of plan sponsors.

TPA Best Practices – Peer Review Session, an interactive session with Ron Dewsnup, President of Allegiance.

Stop-Loss Carrier/MGU Best Practices – Peer Review Session, an interactive session with Pat Campola of Windsor Strategy Partners, Inc.

There was also an interactive “Audience Choice” Hot Topic Open Discussion.

OTHER UPCOMING SIIA EVENTS**Self-Insured Workers' Compensation Executive Forum**

May 7-9, 2019 • The Westin Nashville • Nashville, TN

SIIA's Annual Self-Insured Workers' Compensation Executive Forum is the country's premier association sponsored conference dedicated exclusively to self-insured Workers' Compensation. In addition to a strong educational program focusing on such



Moderator Jonathan Socko, Joe DiBella and Jesse Cray



Adam Russo

SIIA DC Fly-In

May 22, 2019 • Washington, DC

SIIA's annual DC Fly-In provides a unique opportunity for SIIA members across the country to discuss important issues to the self-insurance and alternative risk industry with their elected representatives in Washington, D.C. This is a chance to discuss with policymakers the issues facing the self-insurance industry, while allowing participants to make important connections. The more SIIA members we have in attendance, the more of an impact we can make. So join us, tell your story and talk about the issues you face.

39th Annual National Educational Conference & Expo

September 30 - October 2, 2019 • Marriott Marquis • San Francisco, CA

The SIIA National Conference & Expo is the world's largest event focused exclusively on the self-insurance/captive insurance marketplace and typically attracts more than 1,700 attendees from around the United States and from a growing number of countries around the world. Registrants will enjoy a cutting-edge educational program combined with unique networking opportunities, and a world-class tradeshow of industry product and service providers guaranteed to provide exceptional value in four fast-paced, activity-packed days. ■

topics as risk management strategies and innovative ways to prevent and manage loss, this event will offer tremendous networking opportunities that are specifically designed to help you strengthen your business relationships within the self-insured/alternative risk transfer industry.

International Conference

May 14-16, 2019 • JW Marriott • Miami, FL

The goal of this event is to promote global networking, the exchange of self-insurance and alternative risk strategies market knowledge, as well as effective emerging global health management trends.

