



SIIA ENDEAVORS



SIIA's 2020 Self-Insured Health Plan Executive Forum will take place March 16-18th at the Belmond Charleston Place in Charleston, South Carolina.

This popular SIIA educational and networking 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.

Come in early to participate in the Self-Insurance Educational Foundation's (SIEF) Golf Outing Fundraiser on Monday, March 16 from 8:00 am - 1:00 pm.

SIEF is 501(c)(3) non-profit organization affiliated with the Self-Insurance Institute of America, Inc. The mission of the foundation is to create and underwrite educational initiatives that serve to promote a greater awareness and understanding of self-insurance/alternative risk transfer.

Past Foundation-sponsored educational initiatives and projects have included:

- Producing and maintaining a website that serves as an online hub for objective information about self-insurance (www.siefonline.org)
- Self-insurance briefings for congressional staff members on Capitol Hill
- Sponsoring the participation of high profile, professional and government speakers to participate at SIIA conferences
- Underwriting an annual survey report of the stop-loss marketplace
- Published: "Understanding Group Self-Insured Workers' Compensation Funds"
- Published: "Understanding Self-Insured Group Health Plans"
- Published: "Managing Corporate Risks Through Captive Insurance Programs"



The full conference educational program kicks off Tuesday, March 17th with **Welcome Remarks & The Hot Industry Issues Audience Poll** moderated by SIIA President & CEO, Mike Ferguson.

Get off to a fast and fun start this morning by offering your anonymous opinions on the hottest industry issues for 2020 and see aggregated audience results in real time via SIIA's attendee polling technology.

And since it's an election year, we'll also throw in some political questions to make it fun. You will also have the opportunity select which exhibitors should be given a five-minute live pitch opportunity during the hosted luncheon. Be sure to bring a fully-charged mobile device to this session.

Other sessions in the educational program include:

Legislative/Regulatory Update

Ryan Work, SIIA's Vice President, Federal Government Relations and Adam Brackemyre, SIIA's Vice President, State Government Relations will provide the latest updates on federal and state legislative/regulatory developments affecting the self-insurance marketplace.



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New TPA Leader Perspective with James Vertino, CEO, Employee Benefit Management Services, James Walleshauser, President, Nova Health Care Administrators and Andy Willoughby, President & CEO, Group Resources, Inc.

Several of the country's leading TPAs have named new presidents/CEOs over the past year. We have assembled a panel of these leaders to share their perspective on TPA challenges and opportunities and comment on related industry developments.

Self-Insurance Claims & ERISA Compliance Classroom with Ashley Gillihan, Esq., Of Counsel Alston & Bird, LLP

During this interactive session, attendees will be presented with various real-world scenarios triggering important legal compliance questions related to self-insured plan design, claims administration, and/or stop-loss reimbursement process...and then be requested to provide their anonymous opinions on the appropriate course of action via SIIA's real-time polling technology. Expert analysis will be provided for each scenario along with commentary about audience polling results.

“Audience Choice” Hot Topic Open Discussion

You choose the topic via real-time polling for an open discussion among session attendees.

Stop-Loss Claims Reimbursement Best Practices – The SIIA Proposal with David Wilson, CEO, Windsor Strategy Partners

SIIA has developed a collection of best practices recommendations that can be followed by TPAs and stop-loss carriers with the intent of reducing the friction associated with certain stop-loss reimbursement claims. The final draft of this best practices document will be presented to the audience, who will then have the opportunity to vote in real time, providing their opinion of whether it is ready for SIIA to officially publish.

Broker/Advisor Compensation Arrangements – Implications for the Self-Insurance Marketplace with David Fear, Jr., Partner, Dickerson Insurance Services, Scott Haas, Senior Vice President, USI Insurance Services and John Kirke, Executive Vice President, CCIG

Broker/advisor compensation arrangements in connection with self-insured health plans have been the subject of heightened (sometimes heated) discussion over the past year. This session will take a deep dive into the various compensation arrangements and the implications they may have for self-insured employers, TPAs, stop-loss carriers and other key service providers.

Access to Health Claims Data – Developing a SIIA Action Plan

A task force of SIIA Diamond member representatives has been meeting to discuss options for a SIIA action plan

designed to make it easier for self-insured employers to obtain necessary claims data from their insurance carrier administration partners both for underwriting and claim adjudication purposes. This session will share initial task force findings and invite audience input as SIIA further considers action plan options.

Specialty Drug and Gene Therapy Costs – Developing an SIIA Action Plan

Another task force of SIIA Diamond members has been meeting to discuss what SIIA and/or industry stakeholder partners can do to help stem the rapid rise in specialty drug and gene therapy costs, which are increasingly threatening the financial viability of self-insured health plans and their stop-loss partners. This session will share initial task force findings and audience input as SIIA further considers action plan options.

We look forward to seeing you in Charleston! More information, including registration and sponsorship opportunities can be found at www.siaa.org. ■

