

Trends in Individual, Exchange, and ICHRA Markets

Monday, January 10 – Tuesday, January 11, 2022

AGENDA AT A GLANCE

Monday, January 10

6:00 pm Welcome Reception and Dinner

Tuesday, January 11

8:00 am Breakfast

9:00 am Welcome

Insights from Washington

10:00 am Break

10:15 am ICHRA – A New Product Frontier

12:00 pm Lunch

12:30 pm Exchanges – A Whole New Ballgame

1:45 pm Break

2:00 pm Individual Products – The Consumer in Charge

3:15 pm Wrap Up

3:30 pm Adjourn

MONDAY, JANUARY 10

6:00 pm Reception/Dinner
Location TBD
Reconnect with your friends and make new ones. Networking is what being a member of the Alliance is all about.

TUESDAY, JANUARY 11

8:00 AM Breakfast
Location TBD
Continue your dinner conversation, or, better yet, meet someone new over coffee and a bagel.

9:00 AM

Welcome

Insights from Washington: What we need to know and what do we need to do?

The Alliance's "Man in Washington, D.C.", known to our members for his biweekly briefs and podcasts available through our Policy Pack, will cover what we need to know about the provisions, regulations, and timelines embedded in the Administration's legislation and regulations covering individual, exchanges, and ICHRA products with an eye to how these insights shape your strategies.

Chris Condeluci
Principal
CC Law & Policy, PLLC

10:00 AM

Break

10:15 AM

ICHRA – A New Product Frontier

Individual Coverage Health Reimbursement Arrangements are getting a lot of attention among employers. What are the pros and cons and ins and outs of ICHRA's? How can Alliance members take advantage of this new market opportunity by designing attractive products? How do ICHRA's fit into your overall direct to consumer strategy? Ask our panel of experts.

Mark Mixer
CEO
HealthOne

Mark Levin
Co-founder and CEO
VeriCred

12:00 PM

Lunch

Take a quick break to grab lunch before we jump back into the afternoon's discussions

12:30 PM

Exchanges – A Whole New Ballgame

With the new administration, the Exchanges are entering a new era. And consumers are savvier. Get an exclusive look at recent research on how consumers make decisions on the exchange, how their decisions impact your strategies on premiums, and the impact of zero premium plans which will be increasingly relevant within the Biden policy environment.

Dave Anderson
Duke University

1:45 PM

Break

Health Plan Alliance

Exchanges, Individual Products, and ICHRAs
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2:00 PM

Individual Products – The Consumer in Charge

Competition in the Individual marketing is heating up. What does it take to be successful? Three things we know: you got to meet consumers where they are, be easy to work with, and leverage your provider relationships to the hilt. Discuss with your peers what is working and what do we need to do better.

Kevin Deutsch
GM & SVP, Health Plan
Cloud
Softheon

3:15

Wrap Up

Adjourn