



WAHU NEWS

April 22, 2014

**Where were you these past two weeks?
Here is what you missed!**

SELF-FUNDING SEMINAR - WAUKESHA - APRIL 4, 2014



Nearly 200 agents and brokers packed a ballroom at the Country Springs Hotel on April 4 to listen to national speaker and NAHU/WAHU member Dean M. Hoffman, a consultant with Security Administrative Services provide a three credit CE on the increasing market opportunities with self-funding. If you were one of the lucky audience participants, you learned about:

- Emerging trends in self-funding
- Myths vs. facts about self-funding
- Different kinds of self-funding models
- Stop loss - specific vs. aggregate coverage
- Medicare vs. health plan prime
- Plug and play services
- ACA impact on self-funding

It was content rich. Even for those who understand self-funding, they said it was a great program and very

refreshing to hear from Dean.

At this event, WAHU grew by five new members. They understand the value and quality of WAHU programs and now they feel more knowledgeable and therefore better able to serve their clients.

Dean's expertise and contribution to WAHU on subjects like this are huge and WAHU members benefit. A BIG thank you to Dean M. Hoffman!



Presenter Dean M. Hoffman and 2015 WAHU President Chuck Jaeger

HEALTH POLICY ROUNDTABLE DISCUSSION WITH BROKERS, AGENTS AND BUSINESSES - SEN. JOHNSON AND REP. PETERSEN - WAUPACA - APRIL 15, 2014



A week and half later in Waupaca, WAHU partnered with three area chambers, two small business organizations and a few key corporate sponsors (Ameritas, Anthem, Delta Dental, Serve You Custom Prescription Management, Coalition Services, WPS Insurance, 3PAdministrators, WisconsinRX, and NFIB) to a packed room who listened to **U.S. Senator Ron Johnson** articulate the long-term impact of our nation's debt on our economy, tomorrow's youth and our place as a world leader. He told the crowd it's frustrating that debt

is in the "trillions" and that people cannot relate to it, and therefore ignore its impact.

He pointed out the "draconian cuts" often talked about in the press are only 35% of the total federal budget: 65% of federal spending is mandatory spending and 14% is now interest payment on our debt.

In contrast, he pointed out in 1962, 68% of the federal budget was discretionary spending, and only 26% was mandatory, and our interest payment was only 6%. His point was Americans need to get our federal government spending on discretionary items, under control.

Rep. Kevin Petersen (R-Waupaca), Chair of the Assembly Insurance Committee, highlighted the most costly portions of the state budget. The big four:

	Billions	% Total GPS
K-12 School Aids	\$5.3	34%
Medicaid	\$2.4	16%
UW System	\$1.2	8%
Corrections	\$1.2	8%



Rep. Kevin Petersen and Fox Valley Chapter President Mike Dietz

He explained how Governor Walker's refusal to expand Medicaid under the ACA and how shifting people to the federal exchange has reduced waiting lists.

He shared several stories of small business confused by the 50 employee rule (seasonal, fluctuating work force) and concerns to continue.

He talked about premium taxes on employees who offer a mix of different health care coverage. He concluded his comments by talking about the accomplishments of the last two-year cycle:

- \$406 million in property tax relief (about \$100 for every \$150,000 assessed value)
- Reduced lowed tax bracket 4.4% to 4.0%
- Reduced income taxes by \$98.6 million
- Leaves \$113.1 million in state's rainy day fund for contingencies upping overall balance to \$279 million - largest balance in state's history.
- Total tax relief produced since January 2011 approximately \$2 billion.

Discussion was robust. It's clear complicated problems require complicated answers but it's important to be informed.



WAHU 2014 President Bob Heaps

Next on Deck

Look for two separate outstanding CE programs coming from the WAHU North Central Chapter. One in Eau Claire on June 3 and another in Wausau on June 9. If you aren't making time to attend these content-driven programs, you are missing value!

UPCOMING FUNDRAISERS

Best regards,

Alice O'Connor
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