

2025 OPEN ENROLLMENT – BROKER WEBINAR

OCTOBER 2024

AGENDA

- What's New for OE 2025 (25 min)
- Training Reminders (5 min)
- Find Local Help (5 min)
- MaineCare Updates (5 min)
- Additional Information (10 min)
- Q&A (10 min)



WHAT'S NEW FOR 0E 2025

OPEN ENROLLMENT TIMELINE

| DATE | EVENT |
|----------------------------|---|
| 10/15/2024 | Anonymous shopping available on the public facing CoverME.gov website |
| 10/21/2024 - 10/23/2024 | Open Enrollment notice(s) sent communicating OE start and end dates along with redetermination notices for next year; notices should reach consumers mailboxes within 5 business days |
| 11/1/2024 | Open Enrollment begins. Renewal enrollments and enrollment notices present in accounts. |
| 12/15/2024 | Deadline to enroll for coverage starting 1/1/2025 |
| 1/15/2025 | Deadline to enroll for coverage starting 2/1/2025 |

BUREAU OF INSURANCE - PY 25 RATE SETTING

- Bureau successfully worked to lower initially proposed individual market rates by insurers, overall
 - The approved rate increases were reduced from an initial average increase of 14.2% to an approved increase of 8.6%
 - These cost drivers continue to push rates higher:
 - Higher prices for hospitals and health care providers
 - Accelerating prescription drug costs
 - Increased utilization of services
- Required carriers to address their geographic rating factors to reduce the disparity in rates between southern and northern Maine.
 - Individuals/households in Aroostook, Hancock and Washington County will see very modest or no premium increases in 2025 compared to other parts of the state.
- Summary of the rate filings can be found https://www.maine.gov/pfr/insurance/sites/maine.gov.pfr.insurance/files/inline-files/2025-ratesummary-V3.pdf

SILVER PLANS WITH COST SAVING REDUCTIONS

IMPORTANT REMINDER:

Many consumers are eligible for out-of-pocket cost savings through the Marketplace, which can make helping a consumer to decide which plan best meets their needs a complicated decision.

• Helping consumers consider all expenses, including premiums, deductibles, and out-of-pocket before choosing a plan will make sure they choose the best plan for their budget.

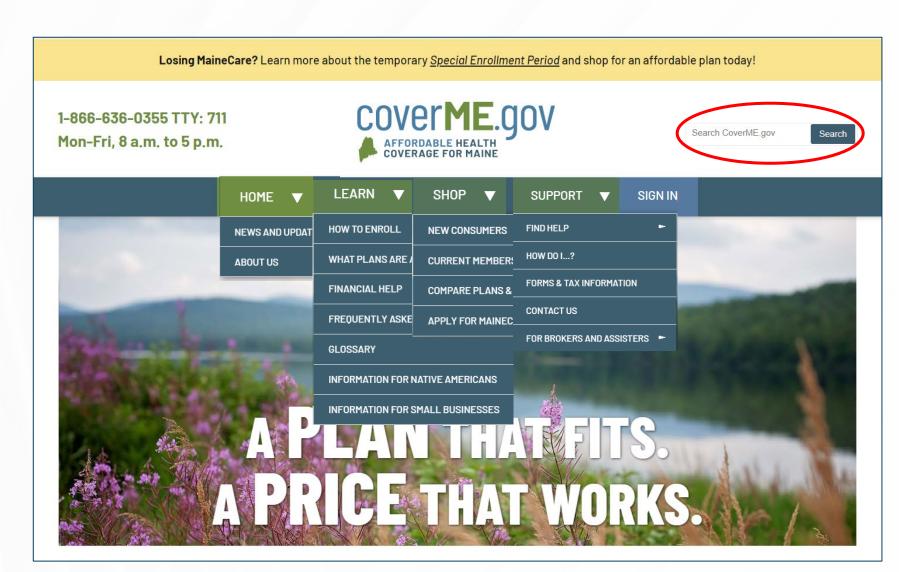
Keep in mind these best practices when helping consumers who qualify for CSRs:

- The only way consumers get extra savings from CSRs is by enrolling in a Silver plan.
- Most consumers with a projected annual household income between 100-200% FPL should have access to low-premium Silver plans with additional savings from CSRs. Only consumers who are not eligible for MaineCare qualify for these plans.
- Consumers are often drawn to lower premium Bronze plans when comparing plans. Be sure to sort and filter results to see extra savings with Silver plans.
- Always remind consumers about potential out-of-pocket costs of plans beyond monthly premiums, which may impact a consumer's overall expenses throughout the year.



COVERME.GOV WEBSITE IMPROVEMENTS

- Reorganized the homepage on CoverME.gov for better navigation
- Added search functionality
- Changed alert color to stand out more
- Improved accessibility

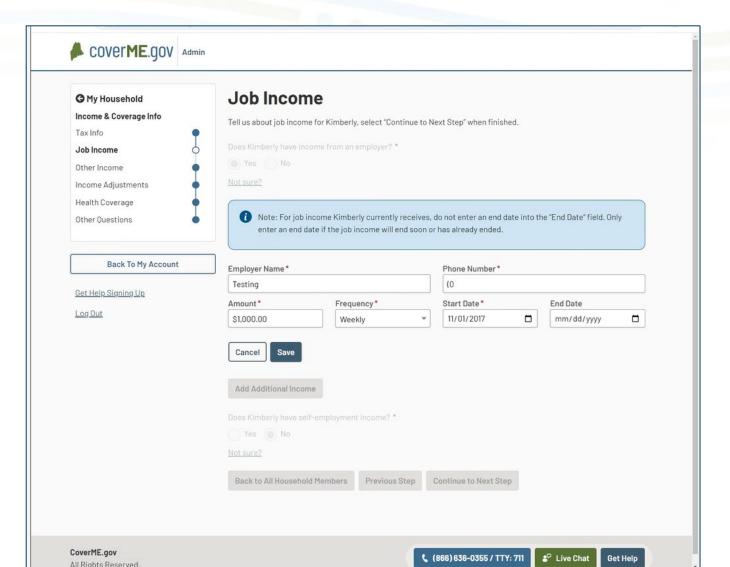


ENROLL APP INTERFACE IMPROVEMENTS

- Multiple user interface improvements for an improved consumer experience
 - Added instructional text to help with assigning or changing brokers/assisters
 - Enhanced help text for application questions
 - More detailed MaineCare assessment text
 - Improved accessibility functions (keyboard operability, zoom, contrast/colors, etc.)
- New account management functionality for the Consumer Assistance Center to assist consumers with real-time support when needing to update usernames and passwords over the phone. If your username is your email you can do a self-service password reset.
- Account transfer updates to improve schema mapping between CoverME.gov and MaineCare
- New voter registration online portal link included in the application for optional use
- Removed the Tobacco Use Question as it is no longer relevant

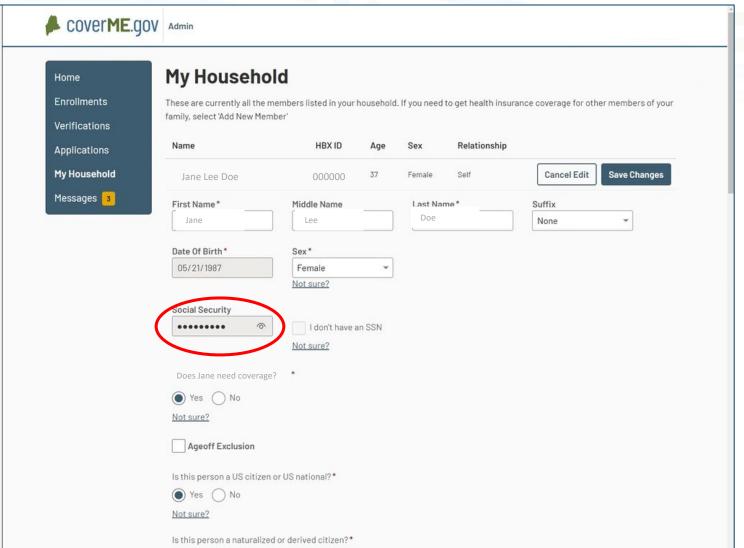
IMPROVED VISUAL TREATMENT FOR MESSAGES

- Informational text is in a blue box
- Warning message is in a yellow box
- Success message is in a green box



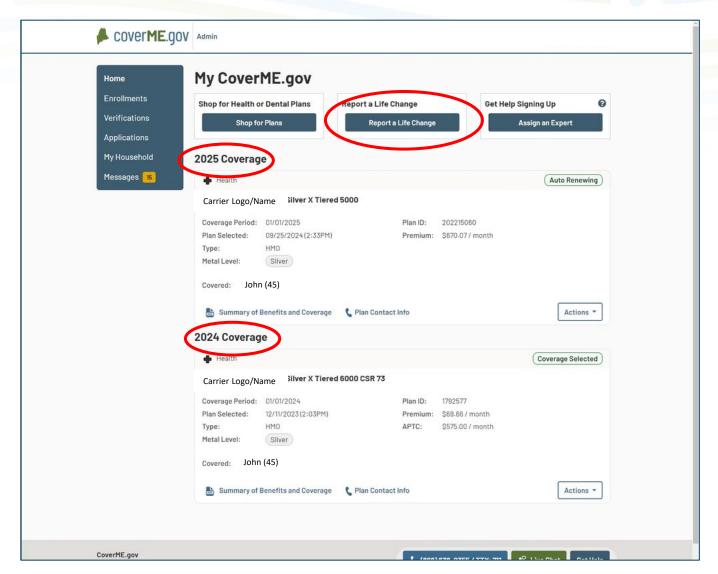
SECURITY IMPROVEMENTS

- Social Security Numbers (SSNs) are now hidden throughout the application
- Click the eye icon to view



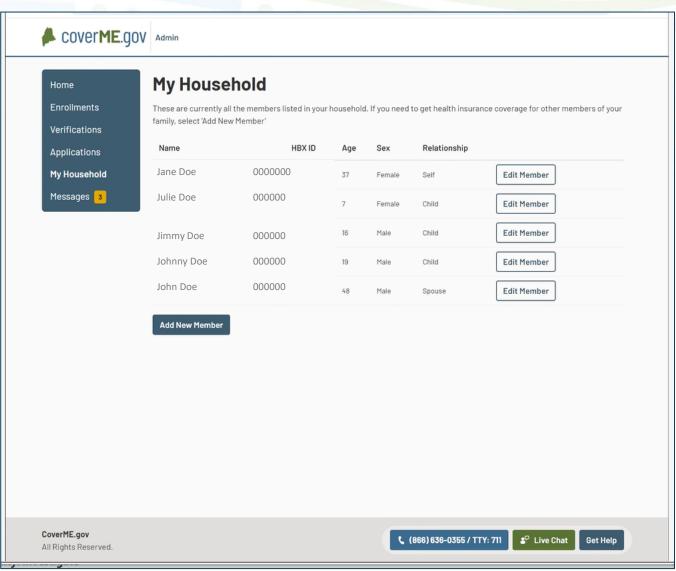
IMPROVED NAVIGATION AND HOMEPAGE

- Navigation has moved to the left of the screen
- Common tasks across the top of the page
- During OE you will see information for both 2025 and 2024
- New Report a Life Change button navigates to:
 - Financial application or
 - Manage family



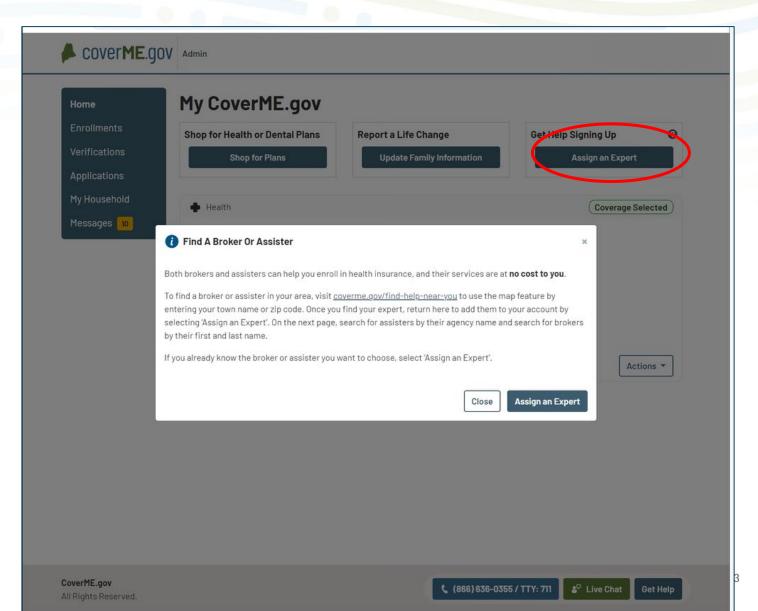
MY HOUSEHOLD

- Family and primary subscriber all on one table
- Includes the relationship for each family member to the primary subscriber
- CoverME.gov HBX ID numbers now displayed

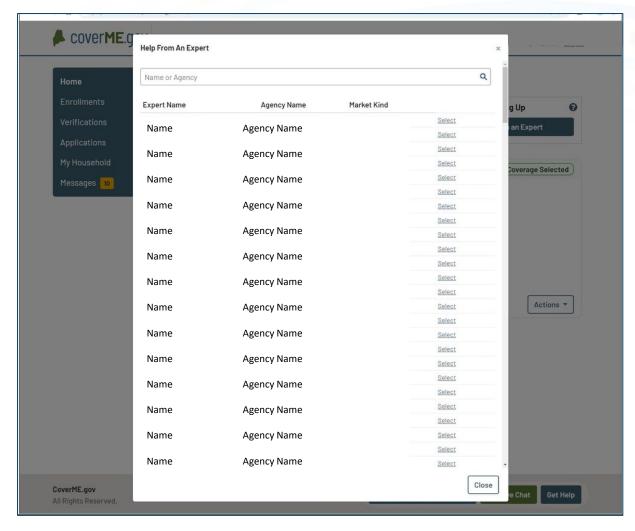


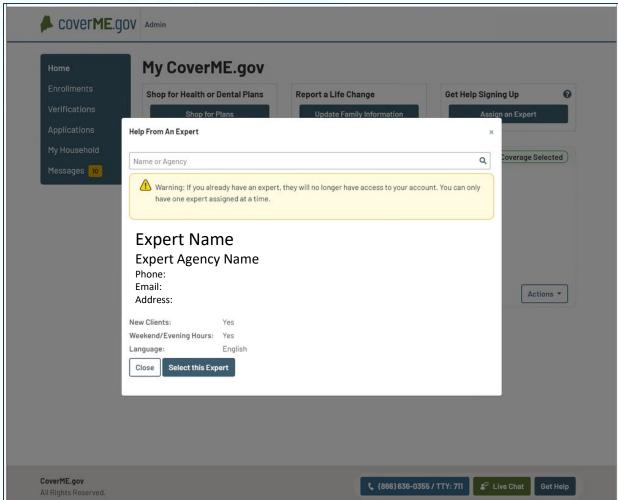
ASSIGN AN EXPERT

- New easier to location button at top left of page
- New pop up with more clear directions on how to assign an expert

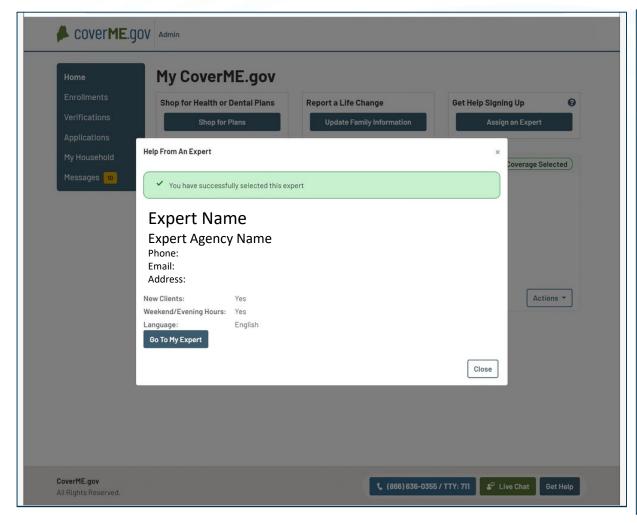


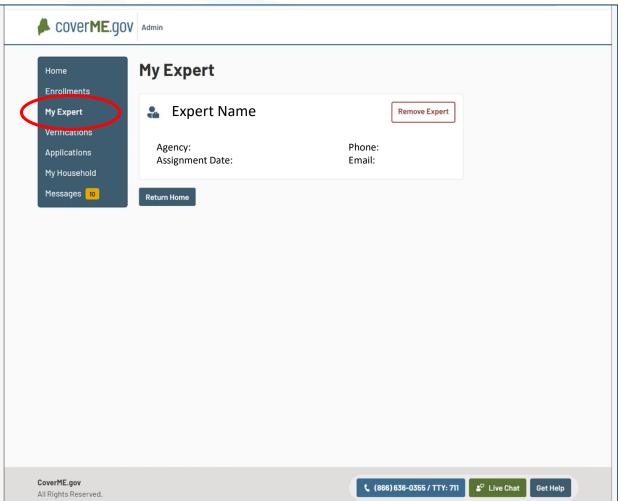
SEARCH EXPERTS BY NAME OR AGENCY



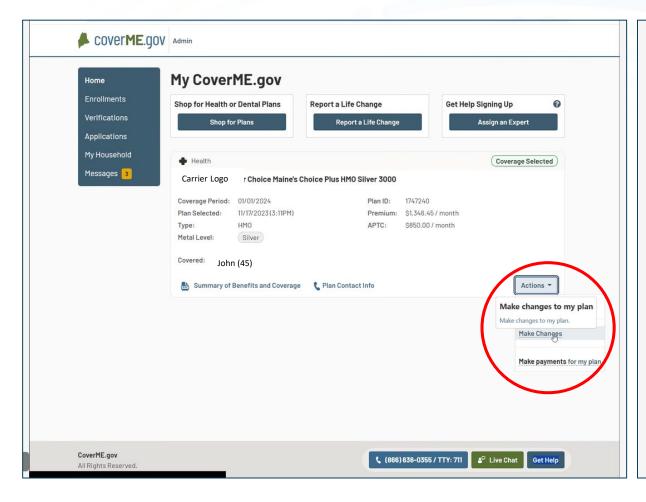


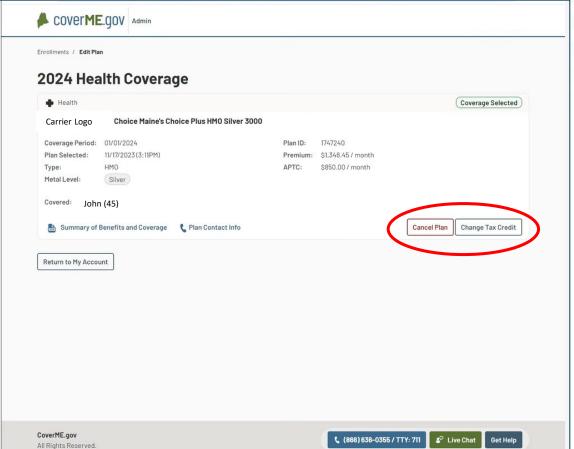
SUCCESS MESSAGE





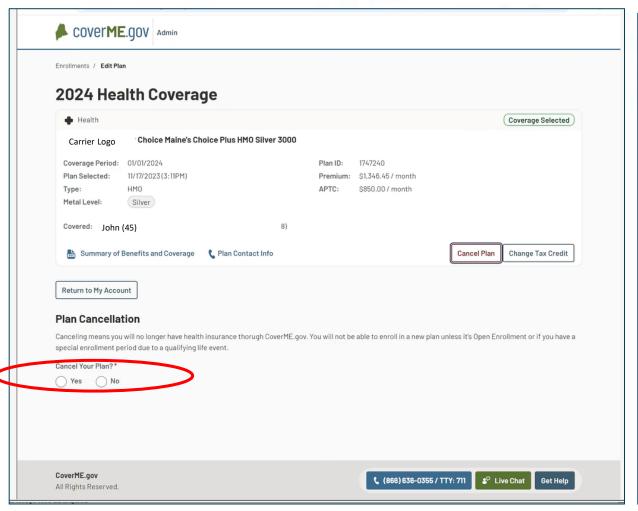
MAKING CHANGES



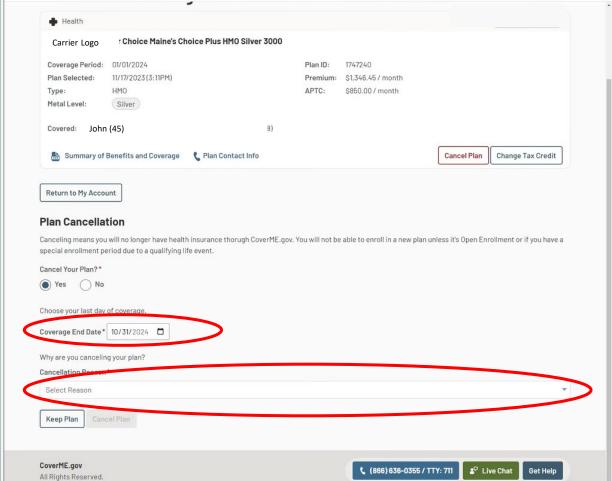


CANCELLING A PLAN

Confirm cancellation Yes or No

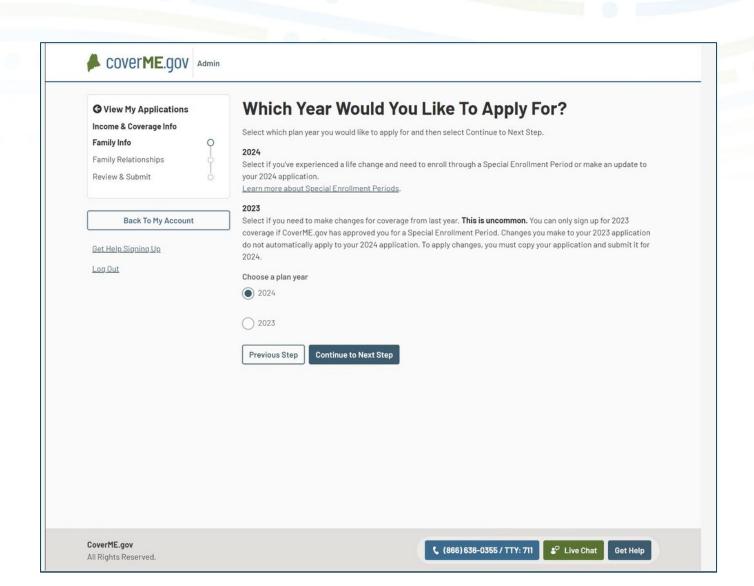


Indicate coverage end date and select a reason



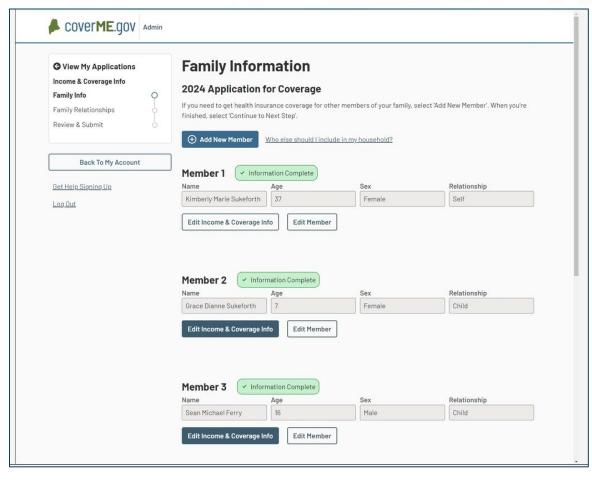
NEW APPLICATION

- When working with a consumer you have two options for applications:
 - For existing members with a completed financial assistance application that needs updating
 - Copy to new application
 - For new consumers who haven't started a financial application
 - Start new application

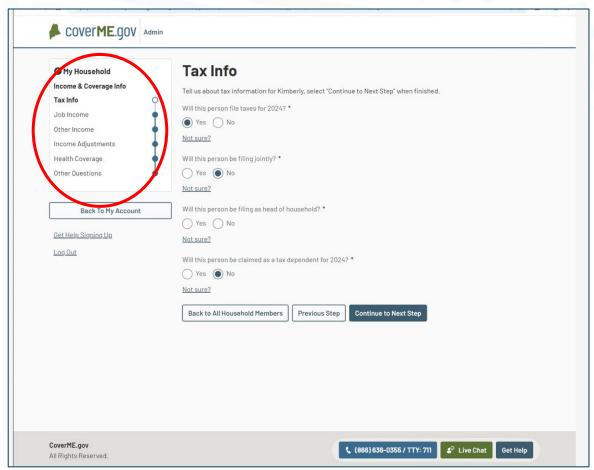


NEW APPLICATION FLOW

Updated look



Navigation on left



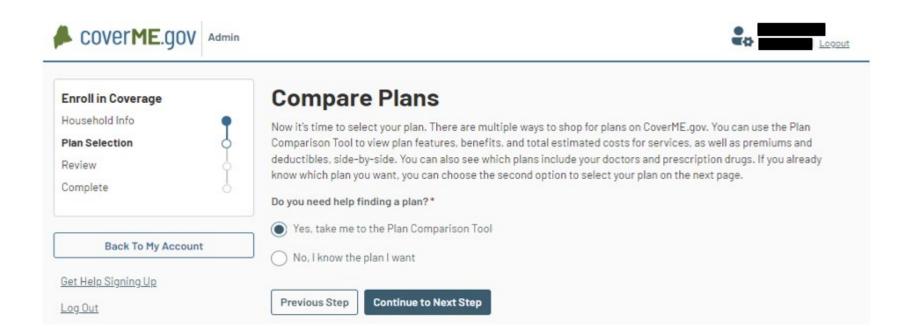
PLAN SHOPPING IMPROVEMENTS

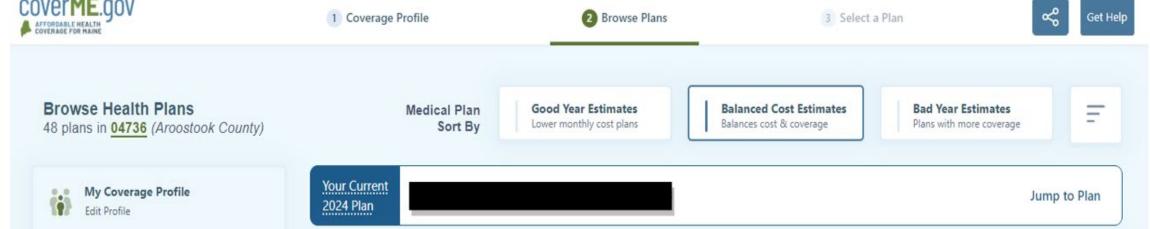
CoverME.gov Plan Shopping

- Added new page before plan shopping to choose shopping pathway, with Plan Comparison Tool as the default
- Improved the display of the Current Plan Selection
- Improved the display of Clear Choice Plans

Plan Comparison Tool

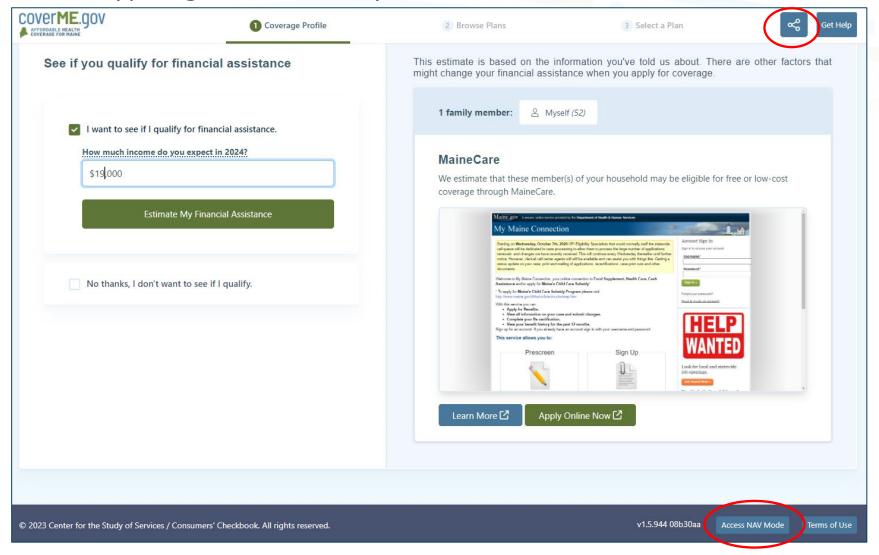
- Will maintain the enrollment logic when using logged-in shopping
- Added a current plan display, coverage start date, and an option to jump to current plan





PLAN COMPARE TOOL TIP

- Use NAV mode option on bottom right if the consumer seems eligible for MaineCare to proceed
- Use button in upper right to share with your consumer



CONSUMER ASSISTANCE CENTER - OE HOURS

CAC Hours:

- Standard Operating Hours Starting November 1st:
 - Monday-Friday 8am-8pm

Expanded hours:

- Saturday, December 7th, 9am-5pm
- Monday, December 9th-Sunday, December 15th, 8am-10pm
- Monday, January 13th-Wednesday, January 15th, 8am-10pm

Make all efforts to call before deadline days: Hold times on deadline days can exceed one hour.

- Virtual hold will generally be offered until 7pm Monday-Friday from Nov. 1-Jan. 15
 - This saves your place in line, you will receive a call back from a CSR when it is your turn.
 - Will be available on high call volume days, including the Saturdays the call center is open
 - We will make every effort to call you back the same day, call backs may occur after posted operating hours.
 - On deadline days you may not receive a call back until the following day.

CONSUMER ASSISTANCE CENTER

- New program for scripting that allows representatives to find the answers to your questions much faster and easier than in previous years.
- Non-OE staffing is normally 20-25 CSR's. During OE, our goal is to have approximately 80 CSR's. If we do not have 80 total CSR's after completing three training classes, a fourth class will be run in late October.
- The first training class for open enrollment completed training on September 23rd and are now live on the phones. The second and third training classes should be live on the phones by the week of October 21st.

CONSUMER ASSISTANCE CENTER

- New pathway to reach a representative specifically trained to handle broker and navigator issues:
 - Press 1 to enter the Broker/Maine Enrollment Assister menu
 - If you are calling to help someone apply or enroll, press 1
 - If you need technical help, such as a password reset,
 press 2
 - This option will tell you where to go online for a
 password reset. Pressing 1 will repeat the message,
 pressing 2 will route you to a CSR
 - If you need help with your certification
 courses or Learning Management System, press 3

CONSUMER ASSISTANCE CENTER

High Volume Call Days Triage System

- Will be in use the entire week of Dec 9th 15th
 - Authenticate yourself and the account with CSR, providing your information and reason for call
 - Receive a case number (keep this readily available)
 - Enter the BMEA queue to speak with a specially trained representative
 - No reverification needed if same individuals are on the phone who talked to the first CSR
 - If you speak with the first representative and disconnect the call without selecting the virtual hold, you will receive a call back within 5 business days, and the case will be treated like it would have been on the high-volume day

OE 2025 MARKETING AND COMMUNICATION PLAN

- What's consistent from OE 2024?
 - As we build brand, keeping consistent look and feel
 - Staying with A Plan that Fits, A Price that Works tagline
 - Targeting un-/under-insured young men
- What's new for OE 2025?
 - Revisiting sports sponsorships (Maine Mariners, UMaine) and versioning our TV ad with a sports focus
 - Test new gaming media (JamLoop, Twitch), using a Maine influencer (Katie Zarrilli) and new outreach partnerships
 - Collecting testimonials from CoverME.gov members
 - More materials translated into more languages



CAMPAIGN OVERVIEW

Comprehensive awareness campaign across traditional and digital tactics



Paid Digital Media

Banner ads
Paid search
YouTube video
Facebook/Instagram/TikTok



Radio

9 weeks

Broadcast, 20-22 stations Streaming audio – Spotify, iHeart



Television Ads Over 8-10 weeks

Broadcast Streaming Cable



Social Media Content

2 posts/week FB/Insta



Out of home assets

Bus wraps & interior signage in 5 markets Bus shelter signage Maine Mariners & UMaine Sponsorships Pharmacy Point-of-Sale



Search Engine Optimization

Website tagging to improve results



Public Relations

Blog posts Press Releases Press events



Direct to Consumer

Email Mailers CAC Outbound Calls







NEW PARTNER TOOLKIT

- Resources include flyers, posters, social media posts, newsletter copy, and digital signage with several pieces translated into multiple non-English languages (Arabic, French, Lingala, Portuguese, Somali, Spanish)
- Includes Frequently Asked Questions to help answer consumer questions









CONSUMER COMMUNICATION

- Redetermination notices will be sent October 21-23 and enrollment confirmations on November 1
- Targeted emails throughout OE will highlight action steps they need to take, remind them of deadlines and tell them where to get help, including:
 - Renewing Members who need to provide information to be assessed for financial savings
 - Consumers who renew into or buy into Bronze Plan but qualify for CSRs in a Silver
 - Consumers who have turned or are turning 26
 - Consumers who started an application but didn't complete it
 - Consumers who qualified for financial savings but haven't enrolled (Version for those eligible for low-cost CSR Plan)
 - Previously active consumers who were not re-enrolled
 - Consumers who had an enrollment and have canceled (eliminate non-pay from this group)



TRAINING REMINDERS

BROKER RECERTIFICATION TIMELINE

| DATE | EVENT | |
|---------------------------|--|--|
| 9/3/2024 | Broker training for 2025 certification began | |
| 10/31/2024 | Deadline for Brokers to complete 2025 certification training | |
| 11/1/2024 - 11/29/2024 | Grace period for Brokers certified in 2025 attempting to complete training; Accounts will be locked during this time but will not be decertified yet | |
| 12/1/2024 | Brokers who did not complete re-certification requirements will be decertified | |

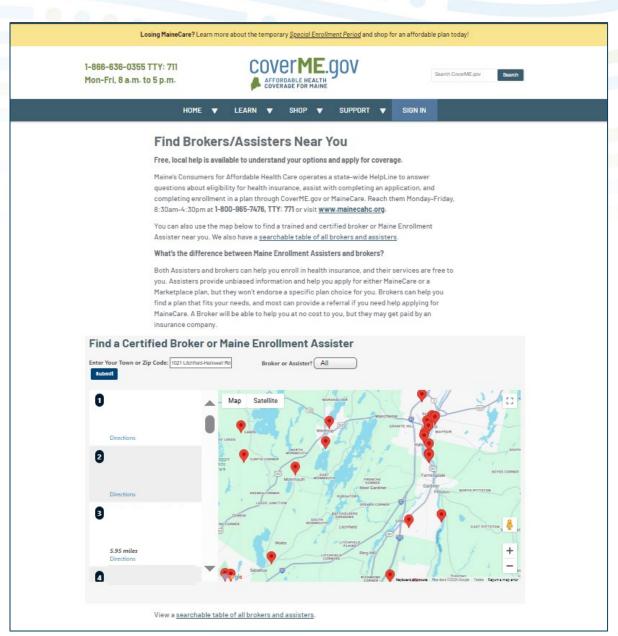
- Training for 2025 is available through the CoverME.gov <u>Learning Management System</u>
 - If you have forgotten your password for your Learning Management System account, please use the "forgot password" option at login to reset it.



FIND LOCAL HELP

FIND LOCAL HELP

- Make sure you are identified correctly on coverme.gov/localhelp
- Only Maine-based Brokers are listed on the page
- BROKERS ONLY: Send corrections to <u>sbmbrokers.dhhs@maine.gov</u>





MAINECARE INFORMATION

UNWINDING: END OF MAINECARE CONTINUOUS COVERAGE REQUIREMENT

- To promote stability of coverage during the pandemic, states were required to maintain enrollment of nearly all MaineCare (Medicaid) enrollees during the COVID-19 Public Health Emergency (PHE). The resumption of regular renewal processing is known as the "unwinding" of the continuous coverage requirement.
- Maine's unwinding will conclude on October 31, 2024, the SEP to enroll in Marketplace coverage will remain available until December 31, 2024.
 - CoverME.gov will create a permanent Lost MaineCare SEP that begins on 1/1/2025 which will have a 90-day opportunity window
- Individuals found ineligible for MaineCare during the renewal process have their account transferred automatically to CoverME.gov to find affordable coverage.
- CoverME.gov is conducting targeted outreach to consumers impacted by unwinding and has increased Consumer Assistance Center resources to manage the potential for increased enrollment through open enrollment.

MAINECARE ELIGIBILITY

This table represents MaineCare's MAGI specific income eligibility levels for each coverage group:

| Coverage Group | Age | FPL (includes 5% income disregard) |
|-------------------------|-----------------------------|------------------------------------|
| Infants and children | 0-20 | 305% |
| Adults | 21-64 (without Medicare) | 138% |
| Pregnant Individuals | None | 214% |

More detailed eligibility information is available from MaineCare and Consumers for Affordable Healthcare:

- https://www.maine.gov/dhhs/sites/maine.gov.dhhs/files/inline-files/2024%20MaineCare%20Eligibility%20Guidelines%207.25.24%20v5_1.pdf
- https://mainecahc.org/consumer-assistance/need-health-coverage/mainecare.html

MAINECARE ELIGIBILITY - ASSESSMENT PROCESS



If a consumer receives a MaineCare assessment on their CoverME.gov eligibility determination, the application is sent to the Office of Family Independence (OFI)

OFI will process the application and may request more information from the consumer

 Consumers MUST comply with OFI as denials for failure to provide information or voluntary withdrawals are not considered valid denials for retroactive APTC



OFI is required to process all applications within 45 days of receipt

If 45 days pass without a decision consumer should reach out again to OFI



Once a decision is made, consumer should report decision to CoverME.gov in 30 days

MAINECARE ELIGIBILITY - ACTION REQUIRED

MaineCare Approved

- Consumer should report approval to CoverME.gov within 30 days to remove the consumer from Marketplace coverage before MaineCare starts
 - If consumer wants to be removed later than the MC start date, they will be responsible for the full premium (no financial assistance is allowed)
 - If reported after 30 days, coverage will be removed date of call

MaineCare Denied

- Consumer should report denial to CoverMe.gov within 30 days in order to retroactively apply APTC
 - If reported timely, APTC will go back to the date it was removed due to MaineCare assessment
 - If not reported timely, APTC will be applied prospectively

APPROVALS OR DENIALS MUST BE REPORTED TO THE CAC FOR MEMBER REMOVAL OR APTC BACKDATING



POLICY UPDATES – DEFERRED ACTION FOR CHILDHOOD ARRIVALS (DACA)

- May 8, 2024, CMS published the Lawfully Present Final Rule, Clarifying the Eligibility of Deferred Action for Childhood Arrivals (DACA) Recipients and Certain Other Noncitizens for a Qualified Health Plan through an Exchange, Advance Payments of the Premium Tax Credit, Cost-Sharing Reductions, and a Basic Health Program (CMS-9894-F).
 - Changes the definition of "lawfully present" to include Deferred Action for Childhood Arrivals (DACA) recipients for purposes of determining eligibility for coverage through the Marketplace, including advance payments of the premium tax credit (APTC) and costsharing reductions (CSRs). This change is effective 11/1/24.
 - Makes other technical changes to eligibility for certain other noncitizens applicable to Marketplace coverage.
 - Implementation Plan:
 - o Individuals with DACA status may apply for coverage through CoverME.gov using the "Gained US Citizenship or Legal Immigration Status" beginning on 11/1/24 to enroll in coverage beginning 12/1/24.
 - Individuals applying for coverage beginning 1/1/25 would use the standard Open Enrollment process or other eligible SEPs.
 - o In Maine, there are approximately 60 individuals with DACA status. We will be working with partners, including the Immigrant Legal Advocacy Project and Maine Equal Justice, to conduct outreach to this community
 - A lawsuit has been filed challenging this rule. Initial hearings are set for October 15th. At this time, CMS is advising we move forward as planned. We will monitor as the lawsuit moves through the courts.

CONNECTING WITH COVERME.GOV

Path to getting assistance on issues:

- Call CAC first
- Get case #
- Wait 24 hours if problem not resolved, then email the broker inbox (sbmbrokers.dhhs@maine.gov)
 - Provide case #
 - General explanation of the problem
 - Please <u>do not</u> send PII via this email

