



"Specializing in Employee Benefits"

Volume III  
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## NEW Executive Dental & Vision Product

Many of our brokers are familiar with the PGP dental product, Executive Dental & Vision.

Effective immediately, positive changes have been implemented to increase the value of the product:

- \* **NEW** plan names, now referred to as the Red, White and Blue Plans.
- \* A **THIRD** plan design option is now available within the Red, White and Blue plans utilizing the smaller CapDent Network

to keep premiums competitive.

- \* PPO deductible has **DECREASED** to \$50/\$150 on the Red Plan. All three plans now offer the same PPO deductible.

\* A **REDUCED** participation requirement of 50% is now in place.

- \* A **TWO YEAR** rate guarantee on the CapDent and Managed Care Option within all three plans is now extended.

Products are available to

groups of 3-99 lives and rates are valid until 12/31/2006. No other dental product offers community rating and three product offerings under one carrier *and* includes a **FREE** vision plan.

A copy of the new plan offerings and rates is provided for your review.

*(Pages 1-2 in attachment)*

Any questions regarding Executive Dental and Vision may be directed to your PGP Rep or Susan Chester at (631) 951-9200 x162.

## Product Spotlight- Horizon Healthcare of New York

Horizon Healthcare of New York has made many changes to their product portfolio in the recent months. With aggressive pricing in the final quarter of 2005, our Horizon Healthcare business increased significantly.

Effective January 1<sup>st</sup> 2006, the number of product offerings has been simplified to 8 PPO options, 3 EPO options and 10 HSA compatible PPO's. With these plans come two important plan changes:

- \* All PPO offerings no longer offer the option of

70% or 80% UCR. All out of network reimbursement will be 150% CMS, which equates roughly to 60% of HIAA.

- \* All available prescription cards will have a mandatory generic incentive attached.

Any existing business is affected as follows:

- \* Effective April 1<sup>st</sup> 2006, ALL existing business will be subjected to the out of network reimbursement of 150% of CMS.

- \* Mandatory generic incentive will be implemented for all

groups at renewal beginning April 1<sup>st</sup> 2006.

Written notification from Horizon detailing these changes will be sent to all Horizon clients.

These plan changes don't affect the loose participation requirement (50% of the group must enroll or simply have coverage), or the 50% out of area allowance- same plan design, same rates as in area participants.

Any questions regarding Horizon Healthcare or any of the changes mentioned, may be directed to your PGP Rep.

## Commission Issues?



Think you are missing a few months commission? Don't understand a recent commission statement? Trying to figure out commission issues on your own can be difficult and time consuming.

If you have any commission questions, simply follow one of two steps:

1. Call your PGP Rep and provide him/her with the details of your inquiry. Be sure to include the group name, carrier, and group number.

or

2. Use the attached Missing Commission Form and fax to your PGP Rep.

Your issue will be researched, and you will be contacted with the resolution.

We are here to help, and look forward to making your life simpler.

[\(Page 3 in attachment\)](#)

## New HSA Compliance for 2006

The Treasury Department and IRS have released new guidelines that HSA compatible CDHP's must adhere to for the upcoming 2006 year.

Some of the mandated changes include:

**\* Increased annual contribution levels for singles and families**

**\* Increased minimum deductible amounts (for both singles and families) on HSA compatible plans.**

**\* Increased out of pocket maximums (for both singles and families) on HSA compatible plans.**

**\* Increased catch up**

**contributions for employees 55 and over.**

Carriers must modify their existing HSA plans (if necessary) to comply with these changes.

For additional, detailed information, please refer to the attachment provided.

[\(Page 4 in attachment\)](#)

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*"Carriers must modify their existing HSA plans.....to comply with these changes."*

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*....we will be offering a NEW product that will be available to the uninsured, non-group population.*

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## What's New at PGP?

PGP has offered professional expertise in the area of group insurance for over 10 years. In the near future, we will be offering a NEW product that will be available to the uninsured, non-group population. We get many calls inquiring about the availability of medical, prescription and even dental insurance for non-group members.

Going forward, we will no longer have to turn away these requests.

We are excited about a new discount product that will offer the following attractive features:

1. Discount medical, prescription and dental coverage.
2. Access to large, well

known, networks of providers.

3. Potential customers will be able to select from one of three plans that best suits their personal and financial needs.

As we finalize the details of this new plan, we will communicate the information as soon as it is available and ready to sell.

## No Better Time to sell DHL!

Now is the perfect time for you and your clients to give DHL a try. FedEx and UPS just implemented their 2006 rate increases. DHL can save you and your clients up to 30% on overnight shipping. No group is too small. This is an easy way for you and your clients to save money. You can also earn a residual commission! For more information, contact Matt Lulley, (631) 951-9200 x182.

## Section 125 P.O.P Plans-offering Employer & Employee Savings

Implementation of Premium Only Plans (POP) offers an easy way for employers to decrease their taxable payroll and save on FICA tax, while employees increase their annual take home pay. By allowing employee/employer contributions to group benefit programs to be withdrawn on a pre-tax basis, both employers and employees reap the benefits of a POP plan.

Non-taxable benefit plans which can be part of a POP plan include:

- \* **Health**
- \* **Group Term Life (up to \$50,000)**
- \* **Dental**
- \* **Vision**
- \* **Long Term Disability**
- \* **Short Term Disability**

The set up of a POP plan, administered by Ceridian Benefit Services, is simple. Complete a one page

group application with the group information, waiting period guidelines, and administrative contacts, along with a check for the first year in the amount of \$300.00 (made payable to Professional Group Plans, Inc.) and submit to your PGP rep for processing 15 business days prior the requested effective date. (Renewal fee will be reduced to \$100).

Once the plan is set up, Ceridian will mail out a POP Installation kit directly to the employer.

Please visit our website, [www.pgpbenefits.com](http://www.pgpbenefits.com) and click on our Section 125/POP link to download a 5 page piece on the Ceridian POP plan, which includes an application and examples of how employees and employers can start saving with a POP plan.

## Group Online Enrollment UPDATE

Our September issue touched on the advancements that PGP has been making in the area of group online enrollment with our carrier partners. We are pleased to announce that PGP has become fully capable to perform group online enrollment through the Oxford Health Plans IDEA system. Nearly all of the new business Oxford cases that we receive in our

office are loaded online before submitting the backup documentation to Oxford for review. Your PGP Rep or Assistant loads all of the group information found on the master application along with the plan design(s) that the group is applying for. They then submit the binder check, tax documentation, and enrollment forms to Oxford. Oxford will review the tax

documentation to validate the group and post an online approval that is available for us to forward to the writing agent. Employee enrollment forms are then forwarded to the Oxford enrollment department for processing.

We have found that the group online enrollment capability has enabled us to receive approvals 1-3 business days faster than submitting

applications the “old fashioned” way.

Our agents and their clients have both reaped the rewards of this technological advancement. We are continuing to make advancements with other carrier partners and hope to have this capability enabled with them shortly.

## Healthconnect Quoting Tips

Healthconnect, the quoting software provided free of charge to our valued brokers, offers several different ways to minimize the amount of time it takes to run small group quotes.

Did you know that:

1. You no longer need to rerun entire proposals to be reflective of a current effective date?
2. You can save a list of your frequently quoted plans so that you don't have to run them individually each

time you run a proposal?

3. You can attach documents from your own computer to proposals in order to send ONE email to your client?

4. You can view which doctors are in which

network at a glance?

For a quick, one page, step by step instructional on each of the four options listed, please review the attachment provided.

*(Page 5 in attachment)*

## Upcoming Broker Events

Complete details are on pages 7-10 in the attachment provided



*Five meetings at two convenient locations*  
*"Reach New Heights with Aetna"*

### **New York City Seminars**

Aetna NYC Office-Manhattan Conference Room  
99 Park Avenue  
Suite 301  
New York, New York

#### **Thursday, January 19th**

9:30 am - 11:00 am  
*Breakfast will be served*

#### **Thursday, February 9th**

9:30 am - 11:00 am  
*Breakfast will be served*

#### **Thursday, March 9th**

9:30 am - 11:00 am  
*Breakfast will be served*

### **Long Island Seminars**

Aetna Long Island Office  
333 Earle Ovington Boulevard  
Suite 104  
Uniondale, New York

#### **Wednesday, February 8th**

8:30 am – 10:30 am  
*Breakfast will be served*

#### **Wednesday, March 8th**

12:00 pm – 2:00 pm  
*Lunch will be served*

## How can the PGP Family of Companies Help You?



PGP Benefits specializes in the area of group insurance including Major Medical, Life AD&D, Dental and Disability.

Contact PGP  
Headquarters:

(631) 951-9200



PGP Life assists in the individual market of life insurance, disability insurance, long term care and much more.

Contact your PGP Rep or  
Steve Quirk:

(631) 951-9200 x184



PGP Overnight, enables brokers to earn residual commission on their client's overnight and freight shipping.

Contact your PGP Rep or  
Matt Lulley:

(631) 951-9200 x182



PGP Financial, authorized broker dealer, specializes in 401K's, Annuities, IRA's and other areas in the financial realm.

Contact your PGP Rep or  
Stan Lozinski:

(631) 951-9200