

# Monthly Update

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Iowa & South Dakota • April 2021



Great For You.

Great For Small Businesses.

Delta Dental of Iowa is committed to helping small businesses offer employees access to dental and vision plans, so we want to reward you for prioritizing the health and wellness of small businesses in 2021. For every qualifying small business plan you sell with an effective date between April 1 and July 1, 2021, you'll get twice the commission for a full 12 months!<sup>1</sup>

## How It Works FROM APRIL 1 – JULY 1



Dental commissions  
double from 8% to 16%<sup>2</sup>



Vision commissions  
double from 10% to 20%

The double commission will be paid for all new small business dental and/or vision plans sold.

## Options For Any Small Business

1. If a group is submitted on a new application - and they have not had an in-force Delta Dental of Iowa plan in the past 60 days - they are considered new business and qualify for the double commission
2. Commission for Delta Dental Employee Choice plans will double from 10% to 20%.

## Marketplace Extends Special Enrollment and Increased Tax Limits

Centers for Medicare & Medicaid Services (CMS) is extending the current Special Enrollment Period (SEP) until August 15, 2021! This provides an additional three-months for new and current enrollees to enroll and/or select a new Marketplace plan.

Beginning April 1, clients will be able to resubmit Marketplace applications to recalculate their subsidy amount based on the new guidelines created by the American Rescue Plan Act. There will be additional subsidy amounts for everybody 100-400% of the Federal Poverty Level (FPL) and individuals/families whose annual income is more than 400% of the Federal Poverty level may now qualify for tax credits. These tax credits will be retro to January 1, 2021.

At this time, enrollees MUST resubmit their application to take advantage of these additional tax credits going forward. Any additional tax credit amounts owed to your clients retroactive to January 1st or for those who do not update their applications after April 1st, will be reconciled when filing 2021 Federal tax returns.

Please contact Nancy at [nancy@pipac.com](mailto:nancy@pipac.com) or Abbey at [abbey@pipac.com](mailto:abbey@pipac.com) for additional information.

## Iowa Insurance Division Extends Transitional Policies Through 2022

On March 11, 2021 the Iowa Insurance Division (IID) announced it was in agreement with the Centers for Medicare & Medicaid Services' (CMS) decision to extend transitional policies into 2022.

...Continued inside

## Updates to Cincinnati Life Payroll Deduction Term 20 ROP

Cincinnati Life has updated our Payroll Deduction Term 20 ROP policy.

...Continued inside

# APRIL 2021

Monday	Tuesday	Wednesday	Thursday	Friday
29	30	31	1	2 Good Friday PIPAC Closed
5	6 American National Webinar	7	8 Small Group Deadline	9
12	13	14	15	16 
19	20 National General Group Webinar	21	22	23
26	27	28	29	30 

## PIPAC News/Events

### SMALL GROUP DEADLINES

#### Small Group

5/1/2021 Effective Dates:

WM, UHC/UHC Heritage new group, renewal and plan change paperwork is due to PIPAC by **Thursday, April 15. COMPLETED PAPERWORK MUST BE SUBMITTED BY 3:00 pm** to ensure processing.

Please visit [www.pipac.com](http://www.pipac.com) for the complete deadline schedule and other company deadlines.

### LIVE FROM PIPAC, IT'S FRIDAY MORNING

at 9:00 am CT

Friday,  
April 16th

Friday,  
April 30th

Contact Sidney at [sidney@pipac.com](mailto:sidney@pipac.com) to sign up for this webinar or to find out more about upcoming Facts and Snacks!



## Have you signed up for Live from PIPAC, it's Friday Morning?

Live from PIPAC it's Friday Morning will be resuming on April 16th.

### Join the PIPAC team as we discuss industry changes and carrier updates!

With representatives from the Individual Health, Group Health and Life and Annuity teams there is a little something for everybody. In addition to our industry and carrier update we highlight trends in the market and how to use them to your advantage. We will discuss what products are selling and how those products are being marketed.

If you are not already signed up for Live from PIPAC it's Friday Morning, there is no better time to join then now!

## Iowa CE Waivers through 6/30/2021

The Iowa Insurance Division is continuing to waive classroom and proctoring requirements through the end of June 2021.



PIPAC is starting the year off strong with our Facts & Snacks series of webinars starting up right away! See topics and times below! If you'd like to sign up, contact Sidney at [sidney@pipac.com](mailto:sidney@pipac.com)!

### American National

Tuesday, April 13 • 9am

### National General Group

Tuesday, April 20 • 9am

1 CE credit Applied For

# Iowa and South Dakota Insurance Divisions Extend Transitional Policies Through 2022

## Wellmark Individual Under 65 and Small Group

The Iowa Insurance Division (IID) and the South Dakota Division of Insurance (SDDI) have announced they are in agreement with the Centers for Medicare & Medicaid Services' (CMS) decision to extend transitional policies into 2022. This means the CMS, IID, and SDDI will allow consumers to keep their current non-grandfathered individual or small group health insurance plan through Dec. 31, 2022. These policies are also known as Wellmark Blue Cross and Blue Shield's pre-Affordable Care Act or grandmothers health plans.

### Wellmark will renew grandmothers plans:

Wellmark supports this decision and will renew grandmothers policies as allowed by the IID and SDDI. Over the years, we have continued to renew grandmothers policies so members who have these plans can keep the coverage they have come to know and trust. In most cases, members on our grandmothers policies would face a higher premium, compared to their current health plan, if forced to choose an Affordable Care Act plan.

### What this means for you and your clients:

For Wellmark, this will directly impact our Individual and Family Plans (IFP) and small group (plans with 1-50 employees) grandmothers policies in Iowa and South Dakota. As a reminder, grandmothers policies are plans generally bought after the signing of the Affordable Care Act (ACA) on March 23, 2010, and before Jan. 1, 2014.

Individual and Family Plans: The extension of qualified grandmothers IFP health plans means members on these plans can maintain the same coverage through Dec. 31, 2022. If members wish to renew their current plan, there is no action needed. They can expect to receive a renewal notice from Wellmark later this year.

### Small Group Plans:

Most small group policies will also be allowed to maintain their coverage into 2022. Small groups with a Jan. 1, 2022, renewal will have the option to renew their current plans for the 2022 plan year. Similar to prior years, small group plans with a plan renewal after Feb. 1, 2022, will be offered short-term grandmothers policies ending on Dec. 31, 2022. If transitional relief is not extended beyond Dec. 31, 2022, all small group plans must comply with the Affordable Care Act requirements.

**Please contact the Individual or Group Department with any questions at 319-277-8541.**

# Updates to Cincinnati Life Payroll Deduction Term 20 ROP

**Cincinnati Life has updated our Payroll Deduction Term 20 ROP policy. Updates include:**

- Rates (select ages and face amounts)
- Return of premium percentages, maximum 80% of base premiums
- Paid-up values

### Key Features

- Owner may choose to keep the policy in force with a reduced death benefit or receive 80% of the base premiums (excluding rider premiums) at the end of the guaranteed term period, provided the policy is in force and the insured is living
- Renewable to age 100
- Convertible prior to the end of guaranteed period
- Annually renewable term rates begin in 21st year

### Supporting materials

View, print, email or order the updated materials listed below on the agency portal under Marketing, Resources and Marketing Materials. Please destroy all previous consumer and agent materials for Payroll Deduction Term 20 ROP.

#### Consumer Material:

- CLI-20033 (1/21), Payroll Deduction Term 20 ROP
- CLI-20033-A (1/21), Payroll Deduction Term 20 ROP NS/SM Weekly
- CLI-20033-B (1/21), Payroll Deduction Term 20 ROP NS/SM Bi-Weekly
- CLI-20033-C (1/21), Payroll Deduction Term 20 ROP NS/SM Semi-Monthly
- CLI-20033-D (1/21), Payroll Deduction Term 20 ROP NS/SM Monthly

#### Agent Material:

- CLI-20033-R (1/21), Payroll Deduction Term 20 ROP Reference Guide
- CLI-20033-E (1/21), Payroll Deduction Term 20 ROP NS/SM Weekly
- CLI-20033-F (1/21), Payroll Deduction Term 20 ROP NS/SM Bi-Weekly
- CLI-20033-G (1/21), Payroll Deduction Term 20 ROP NS/SM Semi-Monthly
- CLI-20033-H (1/21), Payroll Deduction Term 20 ROP NS/SM Monthly



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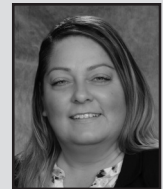
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