



HB2015 Helps you Obtain Your Health Plan Loss History

Insurance carriers make money buy Buying Low and Selling High. They buy medical services at a low cost from providers and sell those services at a high price to employers through insurance. It is easier to buy-low and sell high, when you shield yourself from competition.

Effective January 1st 2009, health plan insurance carriers in the State of Texas are **no longer allowed to shield themselves from competition** by concealing the information you need to obtain a competitive quote. With a properly formatted request sent to your Health Insurance Carrier, they are required to provide **directly to you** the information you need to analyze your health plan and determine how much money they've been paying out for the past three years. Additionally, they must now give you important information related to large ongoing medical costs that a competing carrier may need to determine the acceptability of your group.



Many brokers are against disclosure to anyone but themselves because that threatens their position as the incumbent commission earner on a case. Incumbent agents don't like competition because that means they could lose your business. If their block of business with a certain carrier drops below a threshold, they could lose undisclosed bonus payouts called contingent compensation arrangements which are back door incentives to place consolidate business with their preferred carrier.

Brian Davidson at Houston Benefit Services Inc worked hard to help get this law passed and testified in front of the House Insurance Committee on HB2015 about unfair competitive practices in the insurance industry. Houston Benefit Services believes in true transparency and competition and recognizes how important the competitive process is in managing your long-term costs.

Call Houston Benefit Services 90 days prior to your health plan renewal to obtain the guidance you need to obtain a competitive proposal from all available marketplaces. HBS has many important relationships with carriers, other agents and third party administrators and can help you understand how the marketplace works.

A properly formatted HB2015 request should be sent to your carrier 80 days prior to your renewal.

(Sample request letters are available on the front page at www.houstonbenefitservices.com)

For a no-obligation consultation about your health plan resources, please call:

Houston Benefit Services Inc.
Brian Davidson - Principal
(832) 746 7270 direct

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