

# Individual Market 2022

1. Overview of market **(5 minutes)**
  - a. Population and current enrollment #'s
  - b. Growth projections?
  - c. How are ACA premiums calculated?
    - i. Community rating
    - ii. Risk Corridors
2. Eligibility Snapshot **(7 minutes)**
  - a. Who qualifies for enrollment
  - b. Special market segments
    - i. Underserved populations
    - ii. Low income
    - iii. Ethnic communities
    - iv. Millennials/Gig economy
3. Options **(10 Minutes)**
  - a. ACA vs Short Term
  - b. What about Medicaid?
  - c. What about Medicare?
4. Enrollment timeframes **(5 minutes)**
  - a. OEP vs SEP
5. Subsidy calculations **(10 minutes)**
  - a. Enhanced subsidies- The American Rescue plan
  - b. Coordination with Medicaid
  - c. Batch redetermination
  - d. How to help clients reconcile their income
  - e. Unique circumstances – non conforming prospects
    - i. Case study
6. Future Outlook **(2 minutes)**
7. Networks in the Ohio Market **(3 Minutes)**
8. a new option for employers: ICHRA **(5minutes)**
9. State vs Federal marketplace **(2 minutes)**
10. Helping prospects year round **(3 minutes)**
11. Help on demand (2 minutes)
12. Sampling of broker enrollment tools **(5 minutes)**

Q&A