

**Producers Advisory Council  
Minutes – September 26, 2007**

Attendance:

Marcy Morrison	DOI	Cathy Rosset	RMIA
JT Thompson	DOI	Dorothy Marshall	CSAHU
Peg Brown	DOI	Aaron Eisenach	LTC Forum
Janet Van Dorn	SFSP	Tammey Sullivan	LTC Forum
Hart Axley	NAIFA-CO	Gerry Rising	Self-fund Coal
Gary Frisch	PIIAC	Coleen Love	NAIFA-CO
Allen Jensen	CSAHU/208		
Penny Baldwin	CIC		

The meeting was called to order by Chair Hart Axley. Due to meeting room availability, the December meeting was re-scheduled to December 12, 2007.

JT Thompson announced that the DOI now has the ability for paperless producer licensing. PAC input was requested. Primary objections of producers centers around the requirement of many carriers for faxed copies of a producer's license. The producer can, via the web site, print out a certificate stating he/she is licensed. The ability to print out such a certificate overcomes the major objection to the paperless licensing thus the PAC, by voiced support.

JT Thompson updated the group on the LTC Partnership program. A proposed training outline was distributed. The DOI is in the process of setting up courses. At this time, no course has been set up, nor have any LTC partnership courses been approved by the DOI. A proposed training course outline was distributed. Comments may be made.

Regarding the sharing of commissions for LTC products, paragraph 2 of 10-2-702 would apply. Commissions may be shared between producers that are life & health licensed; LTC accreditation is not required as LTC is not a separate authority. It will be required by the carriers that each producer whose signature is on the application is accredited.

It is "hoped" that policies issued October 2006 and later will be grandfathers to the LTC Partnership. It is quite probable that carriers will market partnership policies solely. Partnership policies will be ready for market 1-1-2008. Through the end of 2008, producers can sell LTC without the requisite 16 hours of LTC training.

Alan Jensen gave a very detailed report of the 208 commission on health care reform. There are 27 members on the commission. A handout was distributed and made a part of these minutes. Alan reviewed that the commission was initiated by statute in the 2006 legislative session. The legislature appropriated \$100,000 for the project; additional monies came from private sources. Thirty-one proposals were received. Four proposals were evaluated; the fifth proposal was developed by the commission, combining ideas

from all submissions. The fifth proposal expands Medicaid thereby greatly increasing the number qualifying for Medicaid. It includes a large increase in the reimbursement rate, approximately double the current rate. The individual mandate cannot be modeled without determining how it is to be enforced. This plan targets 'vulnerable populations', using CHIP as the model. Also included is a core benefit plan with a \$35,000 annual benefit maximum. For persons receiving subsidy, the plan will be guaranteed issue. This proposal has a 3-5 year phase in period. The individual mandate portion requires Medicaid reform.

The state based single payer plan sets up a separate entity to be governed like a public utility. Note that there is no provision for electing the board. Costs are to be borne by employer payroll taxes. This plan is based on large assumptions including the waiver of ERISA and major changes in federal law. Assumed is stable funding for Cover Colorado. Not determined is the number of enrollees required for the program to start.

None of the proposals really addressed the reduction of health care costs.

The legislature required public presentations in each of the Congressional districts. The schedule is on the website. These presentations will focus on the process rather than specific reports.

Commission Morrison commented on the excellent work done by the commission in a very short time frame. Time is needed to educate the public and to reach some understanding of the public's expectations and what they are willing to "give up" to meet those expectations. Noted again, implementation will require change in federal law.

The next meeting is scheduled for October 17. There will be no meeting in November. The December meeting will be held on December 12, 2007.

The meeting adjourned,  
Respectfully submitted, Coleen Love