

# Spring Health Meeting

## Session 9 (Buzz Group Setting)

### Hot Topics of Interest to Smaller Insurance Companies

The following questions will be addressed, and are sorted by the topics listed in the session description. Participants may raise other concerns or topics as well.

#### *Financial Reporting issues among small companies.* (Norm Hill)

- Should principles based reserve concepts be extended to health policies?
- If life principles are resolved, in terms of what reserves, credibility, who hires the PBA actuary, etc., should these automatically be extended to health?
- Should at least some health test reserve scenarios include assumptions for rate increases?
- Should at least some health test reserve scenarios include assumptions for future morbidity improvement?
- Should the concept “moderately adverse experience” be defined more tightly, for PBR or other purposes?
- Should small companies be required to submit experience of claims, lapses, etc. to some central statistical agency? If so, should calendar year data from valuation

#### *Product issues among small companies.* (Sara Goldberg)

- How does a smaller health plan effect adequate negotiating leverage with providers?
- Relatedly, how do smaller companies bring full services such as disease management or radiology management? How do they get good deals from vendors in order to do so?
- What sort of product decisions, such as defining a niche, help to protect against larger competitors?
- What steps can be taken to fight decreasing membership and increasing morbidity due to a stagnant target geographic area with a declining or aging population?
- Will increasing regulations put smaller companies at a disadvantage?

#### *Reinsurance issues among small companies.* (Andy Perkins)

- What are the key factors in selecting reinsurers for smaller companies? Are they similar or dissimilar to those for larger companies?
- Are reinsurers adequately servicing the smaller companies’ health reinsurance needs? What can they do better?
- What impact has the hardening of the reinsurance market had on smaller companies? What alternatives do smaller companies have, if any?
- What issues have come up in your reinsurance negotiations? What reinsurance treaty terms have caused a problem?