

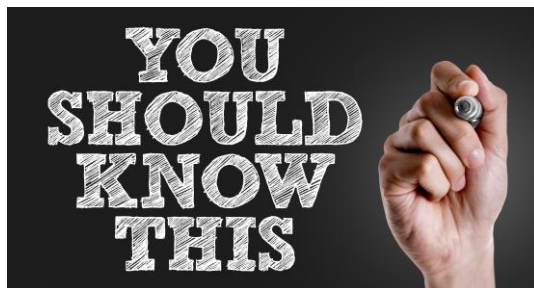
### LEARN, GROW AND BE INSPIRED

### EARN YOUR BPHA GROUP BENEFITS DESIGNATION

### 10 HALF DAY SESSIONS FROM LEADING INDUSTRY EXPERTS

Whether you are a seasoned professional or new to the business earn 35 CE credits AND your BPHA designation.

The BPHA program provides a practical working knowledge of the benefits field, plus up to date information on the challenges, complexities and latest trends in the benefits and private health care sector.



#### If you are working in one of these roles

- ✓ Insurance broker/advisor
- ✓ Field or head office insurer representative
- ✓ Human resource professional
- ✓ Any other industry stakeholder

**Sign up for this program today!**

#### What do people say about this program?

- *'Everyone in benefits should take this program.'*
- *'I love the tip sheets and copy them to take out to client meetings.'*
- *'Presenters were excellent, engaging, knowledgeable and informative.'*

#### Dates and Program\*

1. September 18, 2018 The Benefits Landscape
2. October 23, 2018 Funding Arrangements, Pooling and Flexible Benefits
3. November 20, 2018 Renewals and Marketing
4. December 4, 2018 Communications, The Law and Fraud
5. January 15, 2019 Pooled, Voluntary Benefits, Group Travel and Individual Health and Dental Plans
6. February 19, 2019 Dental, Extended Health, Networks, Analytics, and Government Health Benefits
7. March 19, 2019 The Pharmaceutical Industry, Reimbursement and Public-Private Sustainability
8. April 16, 2019 Prevention, Wellness, Pharmacy and Chronic Disease Management
9. May 28, 2019 Absence, Disability, Disability Management and Government Benefits
10. June 18, 2019 Innovations and New Horizons in Benefits

**\*In person sessions are held at the Hilton Garden Inn 100 Traders Blvd East, Mississauga, Ontario. See registration page for online details.**

This program is not available in Quebec.

## Sessions and Modules

- 1. The Benefits Landscape    September 18, 2018    Chair: Denise Balch**
  - I. Introduction- Denise Balch, Principal Consultant and President, Connex Health
    - Overview of the BPHA program
    - Current issues in the benefits industry
  - II. Industry Stakeholders – Suzanne Lepage, Private Health Plan Strategist, Suzanne Lepage Consulting
  - III. CLHIA – The Insurance Landscape – Karen Voin, VP Health and Fraud, CLHIA
  - IV. The View Across the Nation – The Public Private Balance of Coverage Between Provinces - Sandra Hanna, RPh., Vice President, Pharmacy Affairs, Neighbourhood Pharmacy Association of Canada and Chief Innovation Officer at Gold Links Health Solutions
  
- 2. Funding Arrangements, Pooling and Flexible Benefits    October 23, 2018    Chair: Denise Balch**
  - I. Funding Arrangements and Underwriting Fundamentals – George Elliott, CEBS, Group Marketing Manager, Equitable Life
  - II. Large Amount, EP3 and Industry Pooling – Dan Berty, Executive Director, CDIPC
  - III. Flexible Benefits and Spending Accounts – Small and Large Group – Sharon Davis-Payton, GBA, FLMI, AVP, Aon (Retired)
  
- 3. Renewals and Marketing    November 20, 2018    Chair: Beth Stefaniuk**
  - I. Renewal Analysis and Forecasting – Scott Southward, Managing Partner and Taryn Clark, Senior Underwriter, Benefits by Design
  - II. What to Include in Plan Marketing Specifications – Monica Stiner, CEBS, President, Stiner Group Benefits Solutions
  - III. Analysis of Proposals, Reporting and Plan Design Matching – Chris Pryce, CEBS, Managing Director, Human Capital Benefits
  
- 4. Communication, The Law and Fraud    December 4, 2018    Chair: Denise Balch**
  - I. Communications – Chris Lee, Vice President, Marketing and Alex Locke, Compass
    - Role of communication in employee benefits
    - Communicating non traditional plans
    - Helping employees understand their plans and the rules governing their plan
  - II. Group Benefits, Administration and The Law – Suki Dulay, Associate, Lawyer, Pension and Benefits Group, Hicks Morley
    - Record keeping, tracking, legal liability
    - Employment Standards Update and Privacy
    - Extension of benefits on leaves, disability and termination
  - III. Fraud – Identify, Target and Resolve – Shannon DeLenardo, Director, Anti Fraud, CLHIA
    - CLHIA and anti fraud initiatives
    - The extent of fraud in the benefits industry and examples of fraud investigations
    - The role of the plan member, sponsor, advisor and insurer in preventing and managing fraud

## Sessions and Modules

### 5. Pooled, Voluntary Benefits, Group Travel and Individual Health Plans

**January 15, 2019 Chair: Denise Balch**

- I. Life and AD&D, Voluntary Benefits and Critical Illness – Adrian Ebrahimi, Account Executive, and Steve Benson, Account Executive, SSQ
- II. Emergency Travel – Kimberley Winkworth, AVP Canada Travel Products, AIG
  - Traditional group, travel outside province or country for vacation or business
  - Student coverage, 21 or 25 if full time students.
  - Group carve out plans for AD&D and/or travel coverage for larger coverage
- III. Individual Health Plans – Ontario Blue Cross TBD

### 6. Dental, Extended Health, Networks, Analytics and Government Health Benefits

**February 19, 2019 Chair: George Elliott**

- I. Benefit Design – Current, Trends and Affordability Issues – Denise Balch, Principal Consultant and President, Connex Health
  - Extended Health and Drug Coverage
  - Dental Care
  - New Benefit Solutions
- II. Demographics, Mitigating Risk and Data Analytics – John Anacleto, Director, Payor Relations, McKesson
- III. Government Health Benefits – Leilany Mandlsohn, PharmD, R.Ph., Product Specialist – PBM, Green Shield
  - ODB, Trillium and Exceptional Access Program (EAP)
  - Assistive Devices (ADP), OHIP+ and provincial drug coverage
- IV. The Three Ps of Pharmacy – Chris Dalseg, R.Ph., Vice President, Strategy and Industry Relations, BioScript
  - Preferred Provider
  - Pharmacy Networks
  - Patient Support Programs

### 7. The Pharmaceutical Industry, Reimbursement and Public-Private Affordability

**March 19, 2019 Chair: Becky Chin**

- I. Pharmaceuticals – Joe Farago, Executive Director, Innovative Medicines Canada
  - The Process of Bringing A Drug To Market: From research to approval and reimbursement
  - Investment: Research and Development, and Intellectual Property
  - Health Canada Approval and Pricing and Reimbursement
- II. Drug Reimbursement and Plan Sustainability – John-Paul Dowson, Director, Reimbursement Strategy, PDCI Market Access
- III. Brand and Generic/Biologics and Biosimilars
  - Product Listing and Performance Based Agreements - TBC
  - Drug Access vs Cost Management
- IV. Affordability in the Public and Private Sector – Chris Bonnett, Ph.D. (candidate), Principal, H3 Consulting

## Sessions and Modules

### 8. Connecting the Dots: Prevention, Wellbeing and Pharmacy

**April 16, 2019      Chair: Denise Balch**

- I. Prevention, Mental Health and Wellbeing – Lianne Clarke, CEBS, Consultant, Cowan
- II. Formularies and Pharmacy Benefit Managers
- III. Pharmacy – Peter Zawadzki, R.Ph., Peter Zawadzki Consulting
  - Pharmacy Services and Scope of Practice
  - Pharmacy and Chronic Disease Management

### 9. Absence, Disability, Disability Management and Government Disability Benefits

**May 28, 2019      Chair: Monica Stiner**

- I. Short and Long Term – Sil Cabril, Director, Group Life and Disability Claims, Equitable Life
  - Corporate philosophy
  - The absence and disability process
  - Drivers of absence and disability and claim statistics
- II. Government Disability Benefits – Sil Cabril, Director, Equitable Life
  - WSIB and non-occupational disability
  - Government Benefits – EI, CPP, QPP, provincial disability support programs
- III. Disability Management – Liz Scott, Ph.D., Principal and President, Organizational Solutions
  - Claim initiation and management
  - Return to work, duty to accommodate and metrics

### 10. Innovation and New Horizons in Benefits      June 18, 2019      Chair: Denise Balch

- I. Creative Plan Solutions – Dave Patriache, President, Canadian Group Insurance Brokers and Mainstay Insurance Brokers
  - From insured to defined contribution benefits style Health Spending Accounts
  - High Cost Specialty Products (HCSP): managing the message and managing coverage
- II. Disruptors That Affect Benefit Delivery and May Fundamentally Change Insurance Delivery – Chris Gory, President, Insurance Portfolio Financial Services
- III. What Technology Can Bring to Healthcare – Tim Clarke, tc Health Consulting TBC
- IV. The Future Landscape of Medicines and Treatments - TBC

#### BPHA Advisory Board

Keri Alletson, Keri Alletson Consulting  
 Denise Balch HIA, CEP, BPHA, Connex Health  
 Becky Chin, BSc. Phm, R.Ph., AMGEN  
 George Elliott, CEBS, Equitable Life

Sharon Davis-Payton, FLMI, GBA, Aon (Retired)  
 Beth Stefaniuk, CEBS, JDB Insurance  
 Monica Stiner, CEBS, Stiner Group Benefits Solutions  
 Connie Wong, BSc.Pharm, MSchCA., R.Ph, Medtronics

## REGISTRATION

### Fees, Online/In Person, CE Credits and BPHA Designation

#### Earn 35 CE credits and your BPHA designation!

**REGISTER** online as of August 20, 2018 at [www.connexhc.com/bpha](http://www.connexhc.com/bpha) or email your registration (next page)

#### **Associate Program (10 sessions)**

\$1,200.00 plus HST (\$300.00 discount over the per session registration) OR

#### **Per Session**

\$150.00 plus HST

#### **In-Person Attendance**

##### **Location:**

Hilton Garden Inn  
100 Traders Blvd East, Mississauga  
7:30am-8:00am Registration  
8:00am-12:00pm Session

##### **Materials**

Each attendee will receive hard copy materials at the sessions, including tip sheets plus electronic copies after each session.

##### **CE Credits and BPHA Designation**

Students receive 3.5 CE credits per session and credit towards their BPHA designation.

##### **Can't Make All In Person Sessions?**

If you can't make a session in person you can take it online.

##### **We Even Feed You!**

A full breakfast, coffee and tea are provided.

#### **Online Programs**

##### **Format**

Instructor voice over with slides. Unlike other programs you hear the instructor and discussion with attendees from the in-person sessions.

##### **Materials**

Each student will receive electronic copies from each session including presentations and tip sheets.

##### **CE Credits and BPHA Designation**

Students receive 3.5 CE credits per session and credit towards their BPHA designation AFTER receiving an 80% pass mark on the quiz for each module in each session.



benefits  
& private  
healthcare  
associate



# 2018-19 PROGRAM

## REGISTRATION

### Person who is registering: (PLEASE PRINT CLEARLY)

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Company \_\_\_\_\_

Province \_\_\_\_\_ (required for CE credit and sales tax)

Email address \_\_\_\_\_ Preferred phone \_\_\_\_\_

For Alberta your CIPR number is required \_\_\_\_\_ This program is NOT available in French

### Three registration options

1. IN-PERSON – monthly in Mississauga (with the option to take one or more sessions online)
2. FAST TRACK - all 10 sessions available online now (online in your own time based on the most recent recordings available)
3. MONTHLY TRACK- all 10 sessions online from current season as they become available. Sessions 1-4 available immediately, sessions 6-10 available two weeks after the in-person sessions.

### Payment options - credit card or e transfer for full program or by the session:

- One session \$150.00 plus HST
- 10 sessions \$1,200.00 plus HST (20% discount if you register 3 or more)

Phone in your credit card details to Denise Balch at 905 220 4260

OR E transfer: [denisebalch@connexhc.com](mailto:denisebalch@connexhc.com) Password: BPHA2018

### Need Help or Have Questions?

**Principal Consultant and President** Denise Balch [denisebalch@connexhc.com](mailto:denisebalch@connexhc.com) tel: 905 220 4260

**Registration, Marketing and IT Coordinator** Nathan Smofsky [nathansmofsky@connexhc.com](mailto:nathansmofsky@connexhc.com) tel: 905 599 3513

PROGRAM SPONSORS

