

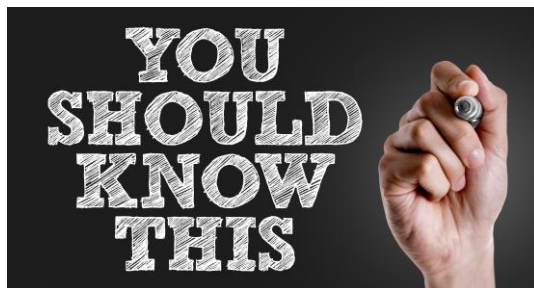
LEARN, GROW AND BE INSPIRED

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, Reimbursement and Listing
 - Pricing Pressures on Brand Pharmaceuticals from Generics and Biosimilars
- II. Drug Reimbursement and Plan Sustainability – John-Paul Dowson, Director, Reimbursement Strategy, PDCI Market Access
 - Drug reimbursement and sustainability, including prior authorization
 - Product listing and performance based agreements and their impact on plan costs
- 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 - TBD
- III. Pharmacy – Michael Cavanagh, R.Ph., Chair, Ontario Pharmacist Association (invited)
 - 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 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.

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 Password: BPHA2018**Need Help or Have Questions?****Principal Consultant and President** Denise Balch denisebalch@connexhc.com tel: 905 220 4260**Registration, Marketing and IT Coordinator** Nathan Smofsky nathansmofsky@connexhc.com tel: 905 599 3513**PROGRAM SPONSORS**