



benefits
& private
healthcare
associate

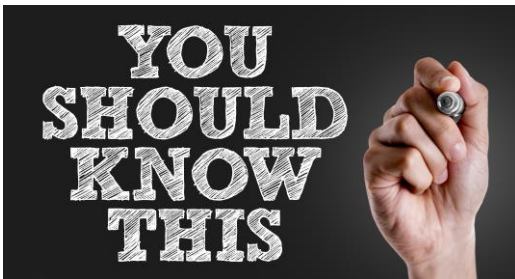


ONLINE BENEFITS EDUCATION FROM INDUSTRY LEADERS

EARN YOUR BPHA GROUP BENEFITS DESIGNATION IN 10 SESSIONS AND RECEIVE 35 CE CREDITS

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 benefits or you are a private payer 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.'

REGISTRATION IS EASY

Follow this link to our registration page
www.connexh.com/bpha

Registration Fees

Full program: \$500.00 plus HST
Single session: \$75.00 plus HST

Questions about the program? Denise Balch 905 220 4260 or denisebalch@connexhc.com
Registration or IT support? Nathan Smofsky 905 599 3513 nathansmofsky@connexhc.com

Program Overview

1. The Benefits Landscape
2. Funding Arrangements, Pooling and Flexible Benefits
3. Renewals and Marketing
4. Communications, The Law and Fraud
5. Pooled, Voluntary Benefits, Group Travel and Individual Health and Dental Plans
6. Dental, Extended Health, Networks, Analytics, and Government Health Benefits
7. The Pharmaceutical Industry, Reimbursement and Public-Private Sustainability
8. Prevention, Wellbeing, Pharmacy Benefit Managers and Pharmacy
Session update
In-person Mississauga*: April 16, 2019
Available online May 1, 2019
9. Absence, Disability, Disability Management and Government Benefits
10. Innovations and New Horizons in Benefits
Session update
In-person Mississauga*: June 18, 2019
Available online July 3, 2019

* In Person: 100 Traders Blvd East, Mississauga 7:30am – 12:00pm

Each session consists of three to four modules and includes

- Online slide presentations with audio by expert instructors
- Copies of slide decks and tip sheets
- Online quiz to earn CE credits and credit towards your BPHA designation.

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Sessions and Modules – ONLINE – Available Now

1. The Benefits Landscape 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 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 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 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 – ONLINE – Available Now

5. Pooled, Voluntary Benefits, Group Travel and Individual Health Plans 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 – Max Mahardi, Business Development Manager, Brokerage Channel, Individual Health Insurance, Ontario Blue Cross

6. Dental, Extended Health, Networks, Analytics and Government Health Benefits 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 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
- III. Affordability in the Public and Private Sector – Chris Bonnett, Ph.D. (candidate), Principal, H3 Consulting

Sessions and Modules

#9 ONLINE now, #8 ONLINE May 1st and #10 ONLINE July 3rd

8. Connecting the Dots: Prevention, Wellbeing, Pharmacy Benefit Managers and Pharmacy

Updated session: April 16, 2019 Available online May 1, 2019 Chair: Denise Balch

- I. Prevention, Mental Health and Wellbeing – Lianne Clarke, CEBS, Consultant, Cowan Group
- II. Formularies and Pharmacy Benefit Managers - TBD
- III. Pharmacy – Michael Cavanagh, R.Ph., Chair, Ontario Pharmacists Association
 - Pharmacy Services and Scope of Practice
 - Pharmacy and Chronic Disease Management

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

Chair: Denise Balch ONLINE AVAILABLE NOW

- I. Short and Long Term – Sil Cabral, 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 Cabral, 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

Updated session in-person: June 18, 2019 Available online July 3, 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 Consulting
- IV. The Future Landscape of Medicines and Treatments – TBC

BPHA Advisory Board

Keri Alletson, Keri Alletson Consulting

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