



Insurance **Insights** newsletter

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ODI
Ohio Department
of Insurance



Lt. Governor / Director
Mary Taylor

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Military Members and Veterans Urged to Consider Insurance Career

Ohio Lieutenant Governor Mary Taylor urged Ohioans who are members of the military – both actively serving and veterans – to consider a career in insurance. The Ohio insurance industry is one of the largest in the country; and it is growing, but the current workforce is also aging, opening positions for many Ohioans.

According to a recent study approximately 26,000 insurance jobs need filled by 2020, making many different career paths available for current service members and veterans. The study identified the need in more than 100 well-paying insurance occupations, including actuarial, claims, information technology, marketing and sales fields.

“The men and women who have served and are currently serving our country are leaders with integrity that understand commitment and get the job done,” said Taylor, also director of the Ohio Department of Insurance. “Insurance companies are seeking these men and women to fill job openings because of their strong characters and dynamic skill sets.”

The Ohio Department of Insurance has processed 6,785 priority attention initial and renewal agent licensing applications from service members and veterans or their spouses since the program began July 1, 2014.

Free resources are available to help secure employment in the Ohio insurance industry:

- An insurance career survey can help determine a suitable career path: www.insurancecareers.org/career-survey.
- The Ohio Means Jobs Military Skills Translator matches a person’s specific skills with a career: www.my.ohiomeansjobs.monster.com/VetCenter/SkillsTranslator.aspx.
- The Ask a Pro program links military members with people that shifted their military experience to a successful career: www.insurancecareers.org/veterans/ask-a-proconnects.

For military members interested in becoming an insurance agent or if they already are one, the Ohio Department of Insurance provides services to help obtain and maintain agent licenses. The services are: priority agent license application processing which includes spouses of service members, pre-licensing insurance education credit for comparable military training, no late fees when active military service delays license renewal and federal reimbursement for agent pre-education and testing fees.

Additional information for those interested in a career in the Ohio insurance industry is available at www.insuringohiofutures.com. Ohioans with questions related to insurance agent licensing can visit the Agent and Agency Services section on the Ohio Department of Insurance website at www.insurance.ohio.gov.

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State Budget Bill Provisions Support Multiple Employer Welfare Arrangements (MEWA) Growth

Ohio House Bill 64, signed by Governor Kasich in 2015, provides expanded options for Ohio businesses shopping for employee health insurance through the use of Multiple Employer Welfare Arrangements or MEWAs.

MEWAs are arrangements that allow different employers to come together and purchase health insurance. These types of arrangements have been in Ohio and other states for years.

The state budget bill provisions modernized statutes that had not been updated in 20 years. MEWAs are now required to hold additional capital and surplus, and new disclosure requirements have been added for employer members. The bill also included provisions that strengthen the consumer protections around these type of arrangements and expand who can sponsor a MEWA.

Self-insured MEWAs are already licensed and regulated by the Ohio Department of Insurance. Key MEWA provisions in the state budget bill included:

- The type of entities eligible to sponsor MEWAs were expanded to include a group or organization recognized as a chamber of commerce, a tax-exempt voluntary employee beneficiary association or business league, or other association specified by the Ohio Department of Insurance – encouraging more options for those who want to both sponsor and participate in a MEWA.
- Stronger consumer safeguards that ensure MEWAs hold appropriate financial reserves for the risks they are assuming. The minimum surplus amount was increased from \$150,000 to \$500,000. In addition, for the first time, MEWAs must meet the same risk-based capital requirements for life and health insurers.
- Requiring additional disclosures to ensure MEWA members better understand how the arrangement works. In particular, if there is a shortfall, MEWA members will be assessed to correct the imbalance.
- An annual certification that the premium rates being charged by the MEWA continue to be appropriate is required to be filed and reviewed by the Ohio Department of Insurance.

Representatives of eligible entities interested in forming a MEWA and business owners who want to learn more about MEWAs can call the Ohio Department of Insurance at 614-728-1074.

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Multigenerational Housing: Is Your Insurance Coverage Enough?

Living under one roof with grandparents and grown children can test the patience of the most loving, close-knit family, yet multigenerational housing is gaining in popularity and necessity. By the year 2025, baby boomers - those born between roughly 1946 and 1964 - will account for the biggest and most significant market segment the housing industry has ever seen. According to a Pew Research Center analysis of the latest U.S. Census Bureau data, approximately 50 million Americans, or 16.7 percent of the population, live in a house with at least two adult generations, or a grandparent and at least one other generation. A 2012 survey supplied by national homebuilder PulteGroup found that 32 percent of adult children expect to share their house with an aging parent.

Baby boomers living in multigenerational households should analyze their insurance needs and schedule a meeting with an insurance agent to conduct a thorough review to help establish a financial safety net for the entire family. While living together in a multigenerational home brings families closer, it is important to understand insurance implications.

Types of Coverage to Consider:

Homeowners and Renters Insurance

When a new household resident moves in, you should know what your homeowners policy covers in terms of limitations or even exclusions. First, check with your insurer or agent to see if you need extra coverage. If you plan to charge your new household member rent, he or she may want to consider renters insurance. This type of insurance is generally inexpensive and covers the property and liability up to policy limits. Check with your agent to find out the specific provisions of your policy.

Auto Insurance

Auto insurers are entitled to know who is living in your household and who drives your vehicles. If your new resident drives, notify your auto insurance company. If the resident owns their own car, your insurer may simply want a copy of his or her auto policy for their personal vehicle. If the household member does not own a vehicle, you may want to add them to your auto policy. Depending on the person's age and driving history, this may influence your rates. If you neglect to inform your auto insurance company about drivers using your car, future claims risk disapproval or cancellation due to misrepresentation of licensed household members.

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Multigenerational Housing: Is Your Insurance Coverage Enough? ...Cont'd

Health Insurance

Children up to age 26 typically receive coverage by their parents' health insurance policies. If a child is older than 26, they will need to look into an individual policy. COBRA coverage from a previous job is also something to consider if they are newly unemployed.

If an older relative moves in with you and is over the age of 65, they may qualify for Medicare. For more information about Medicare, visit www.medicare.gov. If your parent is moving in due to health concerns, you may want to consider long-term care.

Life Insurance

If your family depends on you to provide for them, you should review your need for life insurance. To determine if you need coverage, ask yourself the following questions:

- How much of the family income do I provide?
- If I were to die, how would my survivors – both children and parents - sustain?
- How will my family pay final expenses and repay debts after my death?
- Will there be estate taxes to pay after my death?

If you have concerns or questions about insurance, call the Ohio Department of Insurance consumer hotline at 1-800-686-1526. Educational insurance information is available at www.insurance.ohio.gov.

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Ohio Senior Health Insurance Information Program (OSHIIP) Tours State to Conduct Medicare Check-Up Events

The Ohio Senior Health Insurance Information Program (OSHIIP), a division of the Ohio Department of Insurance, is hosting Medicare Check-Up Days throughout the state to help Ohioans understand their most suitable coverage options for 2016. Medicare's annual open enrollment period runs from Oct. 15 through Dec. 7.

"Now is the time to evaluate Medicare coverage and determine what changes may have occurred in benefits and plans," said Taylor, also director of the Ohio Department of Insurance. "OSHIIP will hold events in counties across the state to help Ohioans understand the different coverage choices available as they plan for the upcoming year."

During Medicare open enrollment, Ohioans can choose to select Original Medicare paired with a stand-alone Part D prescription drug plan and possibly a Medicare Supplement plan; or a Medicare Advantage Plan, which provides comprehensive health benefits including drug coverage; or determine if their existing coverage will meet their health insurance needs for the upcoming year.

Attendees can also learn more about recent Medicare changes such as new deductibles, co-payments, coinsurance amounts and financial assistance programs which include help with prescription costs and Part B premium savings. The non-profit Pro Seniors and its fraud-fighting Ohio Senior Medicare Patrol (SMP) will be present at the Check-Up Day events to encourage people on Medicare to protect their Medicare card, and explain how to detect fraudulent behavior and report issues to the SMP.

Ohioans should be aware of predatory sales practices during open enrollment. Insurance agents are prohibited from using high-pressure sales tactics, conducting door-to-door sales or presenting themselves as a Medicare representative. If you suspect wrongdoing or have been victimized, call the department's Fraud and Enforcement hotline at 1-800-686-1527 or the SMP at 1-800-488-6070.

Those unable to attend Medicare Check-Up Day events and have enrollment questions or need financial assistance, may contact OSHIIP at 1-800-686-1578, Monday through Friday, 7:30 a.m. to 5 p.m., or call Medicare at 1-800-MEDICARE (1-800-633-4227), 24 hours-a-day, seven days-a-week. Information, including specific plan details, is available at www.medicare.gov.

To view a complete listing of Medicare Check-Up Day events, visit OSHIIP's Medicare Check-Up and Annual Enrollment Toolkit page at www.insurance.ohio.gov/Consumer/Pages/MedicareToolkit.aspx. The toolkit includes a link to a Medicare Plan Finder, financial assistance information and more helpful tips. You can also visit www.insurance.ohio.gov and follow OSHIIP on Facebook at www.facebook.com/OSHIIP.

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Ohio Senior Health Insurance Information Program (OSHIIP) Tours State to Conduct Medicare Check-Up Events ...Cont'd

Five Things You Should Know About Medicare Open Enrollment:

1. Review your plan notice.

Be sure to read any notices from your Medicare plan about changes for next year, especially your "Annual Notice of Change" letter. Look at your plan's information to make sure your drugs are still covered and your doctors are still in network.

2. Think about what matters most to you.

Medicare health and drug plans change each year and so can your health needs. Do you need a new primary care doctor? Does your network include the specialist you want for an upcoming surgery? Is your new medication covered by your current plan? Does another plan offer the same value at a lower cost? Take stock of your health status and determine if you need to make a change.

3. Find out if you qualify for help paying for your Medicare.

Learn about programs in Ohio to help with the costs of Medicare premiums, your Medicare Part A (hospital insurance) and Medicare Part B (medical insurance) deductibles, coinsurance and copayments and Medicare prescription drug coverage costs. You can do this by visiting www.medicare.gov or by calling 1-800-686-1578 to schedule an appointment with an OSHIIP counselor.

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4. Shop for plans that meet your needs and fit your budget.

Starting in October, you can use Medicare's Plan Finder Tool at www.medicare.gov/find-a-plan to see what other plans are offered in your area. A new plan may cost less, cover your drugs and let you go to the providers you want, like your doctor or pharmacy.

If you find that your current coverage still meets your needs, then you're done! Remember, during Medicare Open Enrollment, you can decide to stay in Original Medicare or join a Medicare Advantage Plan. If you're already in a Medicare Advantage Plan, you can switch back to Original Medicare.

5. Check your plan's star rating before you enroll.

The Medicare Plan Finder Tool has been updated with 2016 star ratings for Medicare health and prescription drug plans. Plans are given an overall quality rating on a 1 to 5 star scale, with 1 star representing poor performance and 5 stars representing excellent performance. Use the star ratings to compare the quality of health and drug plans being offered.

The Ohio Senior Health Insurance Information Program (OSHIIP) is hosting Medicare Check-Up Day events across Ohio throughout open enrollment (October 15 - December 7, 2015) to help Ohioans understand suitable coverage options for 2016. Click [here](#) for a complete list of events.



Ohioans Should Review Insurance, Prepare Property and Vehicles for Winter

Ohio Lieutenant Governor Mary Taylor urged Ohioans to conduct an insurance review with their agent before the cold weather arrives, advising that people prepare their properties and vehicles for winter to reduce the risk of damage.

Ohioans have recently endured rough winter weather in more ways than one. Spanning one week this February, ice, snow, strong winds and bitter cold caused nearly \$40 million in preliminary insured losses. That storm preceded the polar vortex of 2014 with its glacial air and strong winds that left Ohio with insured final loss estimates at \$173 million.

“You can never be too prepared when it comes to minimizing the potential financial and property damage impact of severe weather,” said Taylor, also director of the Ohio Department of Insurance. “Schedule a seasonal insurance review with your agent and protect your possessions for winter.”

Understand Your Insurance

Review these insurance topics with your agent to ensure you have adequate coverage:

- Most standard property insurance generally covers structure and contents damage from ice, water, heavy snow and burst water pipes. Roof, gutter, siding and window damage is also generally covered as is leaking from interior walls and ceilings from seeping rain. Certain circumstances and deductibles will apply.
- Reasonable after-the-fact expenses are generally covered up to set time frames and amounts: fire department charges, additional living expenses, temporary repairs, debris removal, damaged tree and shrub removal, and personal property storage insurance.
- Food spoilage is normally not included if the cause of loss is an off-premises power outage (downed power lines, etc.) Coverage for frozen/refrigerated items due to loss of power would need to be purchased separately.
- If a tree falls on your home, garage or fence your policy will generally pay to repair damage to the structure and contents, as well as tree removal costs.
- Many policies have a separate deductible specific to wind/hail damage.
- Flood insurance coverage is not included in a standard property insurance policy and must be purchased separately. There is a 30-day waiting period before it begins.
- Coverage for sewer drain back up is not included – or is limited in a typical policy – and must be added.
- Vehicle damage caused by water-related events, ice, heavy snow and burst water pipes are normally covered under the “other-than-collision” (also known as “comprehensive”) portion of an auto insurance policy. This is optional coverage that would need purchased.

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Ohioans Should Review Insurance, Prepare Property and Vehicles for Winter...Cont'd

Get Your Property and Vehicle Ready For Winter

To get your home ready for winter, a few basic steps should be taken. Start by cleaning out gutters and downspouts. Address missing shingles and broken, overhanging tree limbs. Inspect the underside of the roof from the attic for signs of leaks. Make sure you have adequate water pipe insulation to prevent winter freezes.

As for your vehicle, the tires should always have adequate tread and air pressure. Keep the windshield wiper fluid tank filled and maintain at least a half tank of gasoline. Get a windshield scraper and brush for ice and snow removal. Finally, carry a snack, water, extra warm attire, blankets and a first aid kit with you in your vehicle.

If You Need to File a Claim

For a property insurance claim:

- Call your agent or insurer as soon as possible.
- Inspect your property. Note and take photos/video of any damage.
- Protect your property – but only make temporary repairs – and salvage what you can. Keep receipts to provide your insurer.
- If required to seek temporary housing, check your policy for “loss of use” coverage.
- Considering everything in your claim and back it up with written estimates.
- Keep copies of all correspondence.

If you are involved in a vehicle accident:

- Stay away from moving traffic.
- Call emergency personnel if necessary.
- Take photos/video of the damage and accident scene.
- Only share names, contact information and vehicle insurance information. Do not share personal information that would lead to identity theft.
- Get the contact information of those who saw the accident. Your insurer and police may want to speak to them later.
- If the accident is not serious, involved vehicles can be moved to the side of the road. Information can be exchanged and a police report filed later.

Take advantage of the free smartphone apps *myHome Inventory* and *WreckCheck* in your carriers' marketplace. Call the Ohio Department of Insurance at 800-686-1526 to have your insurance questions addressed and visit www.insurance.ohio.gov for educational information.

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Protect Family Pets with Insurance

Many pet owners consider their four-legged companions an additional family member, many times going to great measures to ensure their pet's comfort. What happens when these beloved animals take a turn for the worse? Are you and the family prepared to take on the additional medical cost? If not, maybe you should consider pet insurance.

Policies and covered benefits

Most pet insurers offer multiple levels of coverage for pet owners to choose from, which may include basic and comprehensive coverage. Most pet insurance policies exclude pre-existing conditions and congenital or hereditary conditions. It is also important to note that these policies may not cover wellness or preventative items such as vaccinations, spaying or neutering, or annual exams.

What to consider and questions to ask

Begin by considering your need for pet health insurance. Add up the costs of the policy for the expected life of your animal. Take into consideration how much you could afford to pay for emergency treatment or a long illness.

Do not be afraid to shop around and compare policy benefits, deductibles, limits and exclusions. If you choose to purchase pet health insurance, take the time to read the terms and conditions including co-pays, deductibles, limits and exclusions, and double-check the amount of coverage shown in your insurance policy.

Questions to ask the insurance agent or company

- Can I choose any veterinarian?
- Does the policy cover annual wellness exams?
- Is there a dollar limit for vet office fees?
- Are prescription drugs covered?
- What about spaying or neutering charges?
- Does the policy have renewable benefits?
- Is there a waiting period before coverage becomes effective?
- Does my pet need a health exam to get the policy?
- How long do you take to pay claims?
- Does this plan cover advertising costs and rewards if my pet is lost or stolen?
- Does this plan have end of life benefits?

The Ohio Department of Insurance regulates pet insurance sold in Ohio. If you have questions about pet coverage or want to verify a company or agent license, call 1-800-686-1526 to speak to a representative.

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Teen Driving Safety Awareness Tips

Lieutenant Governor Mary Taylor and John Born, Director of the Ohio Department of Public Safety, which includes the Ohio State Highway Patrol, shared information about the National Highway Traffic Safety Administration's (NHTSA) "5 to Drive" campaign, which was created to give parents the tools they need to keep their teen drivers safe.

"Parents that take the time to set concrete rules for their teen drivers are helping their young loved ones stay safer on the road," said Taylor, also director of the Ohio Department of Insurance. "This important campaign highlights common deadly choices being made by teen drivers and provides tools to assist parents in specifically discussing them with their teen driver."

The "5 to Drive" campaign addresses the five most dangerous and deadly behaviors for teen drivers. The idea behind NHTSA's campaign is to give parents the words to use when they talk with their teens about the rules of the roads. NHTSA's website, www.safercar.gov/parents, has detailed information and statistics about the five rules designed to help save the lives of teen drivers.

The "5 to Drive" rules for parents to share with their teen are:

1. No Drinking and Driving - Almost one out of five (19 percent) of the young drivers (15 to 19 years old) involved in fatal crashes had been drinking, even though they were too young to legally buy or possess alcohol.

2. Buckle Up. Every Trip. Every Time. Front Seat and Back - 64 percent of all the young (13- to 19-year-old) passengers of teen (15- to 19-year-old) drivers who died in motor vehicle crashes in 2013 weren't restrained.

3. Put It Down. One Text or Call Could Wreck It All - The age group of 15 to 19 years old has the highest percentage of drivers who were distracted by cell phone use and involved in a fatal crash. In 2013, 156 people were killed in crashes that involved a distracted teen driver.

4. Stop Speeding Before It Stops You - In 2013, almost one-third (29 percent) of teen drivers involved in a fatal crash were speeding.

5. No More Than One Passenger at a Time - The risk of a fatal crash goes up with each additional passenger.

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Teen Driving Safety Awareness Tips ... Cont'd

"Through continuous education, enforcement and awareness efforts, we are committed to keeping our young drivers safe," Director Born said. "The '5 to Drive' can help parents establish rules and explain to their teens the deadly consequences of unsafe driving practices, ultimately contributing to a safer Ohio."

Young drivers who are 15 to 19 years old were involved in about 15 percent (128,349) of all traffic crashes from 2012-2014. Of those crashes, a teen driver was at-fault 73 percent of the time. These crashes resulted in 282 fatalities and 41,311 injuries.

"Because they possess less experience behind the wheel, teen drivers are at a higher risk of injury or death than older drivers," said Colonel Paul A. Pride, patrol superintendent. "It's important to remind them to be aware of their surroundings and focus on safety while driving."

Teen drivers need to follow these rules and any other restrictions outlined in Ohio's graduated driver licensing (GDL) law (http://bmv.ohio.gov/graduated_dl_teen_laws.stm).

To secure adequate insurance protection for their teen driver, parents should conduct a thorough insurance review with an agent. Having a teen driver in the household does affect the family's auto insurance premium. The type of vehicle a teen driver uses can impact the cost of insurance. Most insurance companies offer discounts for having more than one car on a policy or having both your auto and homeowner's insurance with the same company.

Ohioans with insurance questions can call the Ohio Department of Insurance consumer hotline at 800-686-1526. An auto insurance consumer guide and young drivers' guide to auto insurance are available at www.insurance.ohio.gov.

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Businesses: Prepare for a Disaster in Five Easy Steps

Severe weather is potentially damaging to businesses both physically and financially. Now is the perfect time for business owners to get prepared for the possibility of losses by reviewing insurance needs and safety plans.

Here is a checklist to get your review started.

1. Emergency response plan

Create a safety plan and a business continuity plan that outlines what you and key personnel will do in the event of a disaster.

2. Create a survival kit

Every business in operation should have a survival kit with disaster-ready items (e.g. flashlight, plastic sheeting, garbage bags, etc). Consider storing a digital camera as well to take photos of the property damage for your insurance company.

3. Check your insurance plan for adequate coverage

Before a disaster damages your business, make sure to review your insurance policies. What kind of coverage do you have on your facilities and properties? Are these policies enough to insure your recovery if a disaster does physically destroy your business? Small business owners should also consider business interruption insurance in case you have to close your doors for a substantial amount of time.

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4. Back-up all electronic data

Make sure electronic files and data are backed up and saved. A company may not be able to reestablish itself without important financial and client databases. It is recommended to save all your files—including the last few years of taxes—at least two times and store one in a waterproof container at the office and the other in an offsite facility.

5. Establish a communication strategy

Plan a strategic and efficient way to communicate with employees and clients while your business operations are down. Also, make sure everyone understands his or her communication responsibilities.

View the Ohio Department of Insurance Severe Weather Awareness Toolkit at www.insurance.ohio.gov/Consumer/Pages/SevereWeatherToolkit.aspx or call 1-800-686-1526 with insurance questions. You can follow the Department on Facebook at www.facebook.com/OhioDepartmentofInsurance and on twitter [@OHInsurance](https://twitter.com/OHInsurance).



To request consumer publications
or ask questions about insurance, please call the
Ohio Department of Insurance:

OSHIIP Hotline800-686-1578

Consumer Hotline.....800-686-1526

Fraud Hotline800-686-1527

TDD/TTY phone users, please call Ohio Relay Service 711

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