

# Mastering the Marketplace Application and Helping Consumers Find the Right Plan

Centers for Medicare & Medicaid Services (CMS)
Center for Consumer Information & Insurance Oversight (CCIIO)

October 10, 2024



## Disclaimer



The information provided in this presentation is intended only as a general, informal summary of technical legal standards. It is not intended to take the place of the statutes, regulations, and formal policy guidance that it is based upon. This presentation summarizes current policy and operations as of the date it was presented. Links to certain source documents have been provided for your reference. We encourage audience members to refer to the applicable statutes, regulations, and other interpretive materials for complete and current information about the requirements that apply to them. The contents of this document do not have the force and effect of law and are not meant to bind the public in any way, unless specifically incorporated into a contract. This document is intended only to provide clarity to the public regarding existing requirements under the law.

This document generally is not intended for use in the State-based Marketplaces (SBMs) that do not use HealthCare.gov for eligibility and enrollment. Please review the guidance on our Agent and Broker Resources webpage (http://go.cms.gov/CCIIOAB) and Marketplace.CMS.gov to learn more.

Unless indicated otherwise, the general references to "Marketplace" in the presentation only include Federally-facilitated Marketplaces (FFMs) and State-based Marketplaces on the Federal Platform (SBM-FPs).

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# HealthCare.gov Open Enrollment

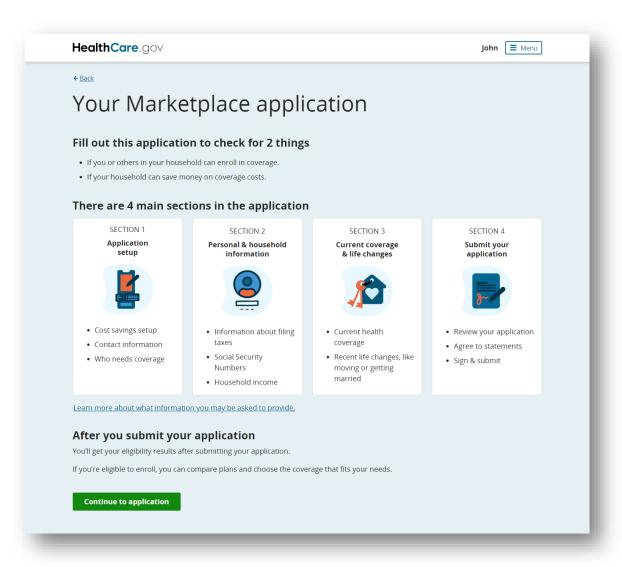
Highlights on consumer application and shopping experience



## **Apply: Get Started**



- » New start page to set expectations for the sections of information they'll be asked to help guide consumers through their next steps with hints along the way.
- » Consumers that start their application and need to pause and come back later are now able to see where they left off (which section) and jump back in on the last question they were on. Or they can choose to review information they already entered in an earlier section before continuing.



# **Check for Savings**



An official website of the United States government Here's how you know v

#### HealthCare.gov

← Back | 1 Set up - 2 Household - 3 Coverage & changes - 4 Review & submit

#### Decide if you'd like to check for savings

You can set up your application to check if your household is eligible for lower costs on health coverage.

Learn more about the types of savings we can check for.

Tell us more about your household so we can see if you should check for savings.

- Applying for coverage in West Virginia. Change your state by returning to your account and starting a new application.
- How many people do you report on your tax return, including yourself? Learn more about who to include, and how to answer if you don't file taxes.

In 2025, what do you estimate your household's income range will be? Learn more about how to estimate household income.



More than \$86,000

I choose not to answer

Your household is likely to qualify for savings!

#### Your household is likely to qualify for savings!

We'll ask for more information as you fill out the application to make sure you're eligible, and to see how much you may be able to save.

#### Choose a savings option



#### Check for all savings options. (Recommended)

You'll see your results after you fill out and submit your application. If you're eligible to enroll, you can apply these savings to the plan you select.

Continue without checking for savings options.

You'll still fill out and submit your application. If you're eligible to enroll, you'll pay the full price of your health insurance premiums on the plan you select.

# Consumer Contact Information and Communication Preferences



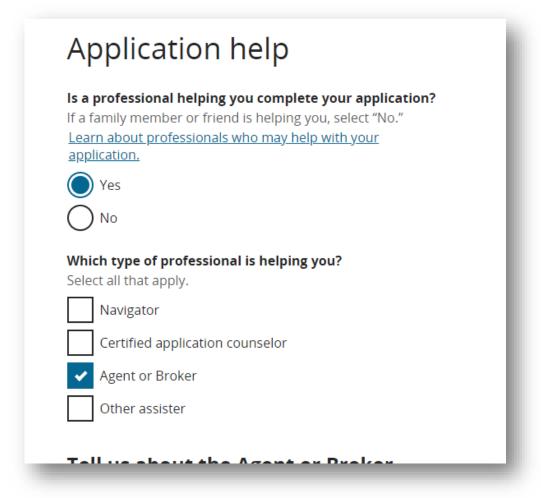
Contact information  Email address  johncarsonemail@example.com  Phone number  301-555-1234  Extension Optional  Phone type  Mobile
Email address  johncarsonemail@example.com  Phone number  301-555-1234  Extension Optional  Phone type
Email address  johncarsonemail@example.com  Phone number  301-555-1234  Extension Optional  Phone type
johncarsonemail@example.com  Phone number  301-555-1234  Extension Optional  Phone type
Phone number  301-555-1234  Extension Optional  Phone type
301-555-1234  Extension Optional  Phone type
Extension Optional  Phone type
Optional  Phone type
Mobile
Oe
Home
Work
Add a second phone number
Save & continue
Application ID: 4392267714

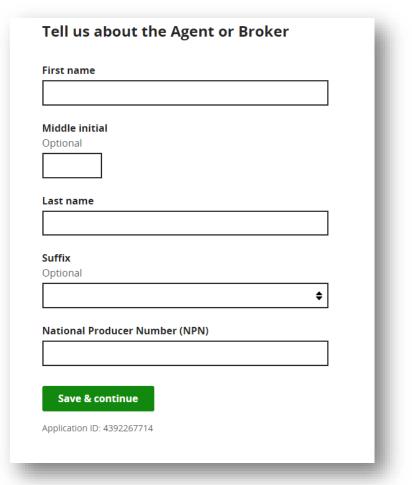
Proformed langua	σo
Preferred langua	ge
	helps the U.S. Department of Health and o all people using the Marketplace. Providing
Learn more about preferred languag	Contact preferences
Preferred written language  English	How would you like to get notices about your application?
Preferred spoken language English	Email or text me when there's a new notice in my Marketplace account.  Send me paper notices in the mail.
Save & continue	How should we let you know when there's a new notice in your account?  Email me at johncarsonemail@example.com.
Application ID: 4392267714	Text me. Text STOP to cancel. Text HELP for help. Message frequency varies, but you may receive 1-3 reminder messages per week during Open Enrollment (Nov. 1 - Jan. 15). Message and data rates may apply.
	Save & continue  Application ID: 4392267714

## **Agent/Broker Information**



» When helping consumers or filling out an application on their behalf through direct enrollment, provide your information.





# All Household Members Who Need Coverage



Add each household member who needs coverage and review to ensure everyone is added before continuing.

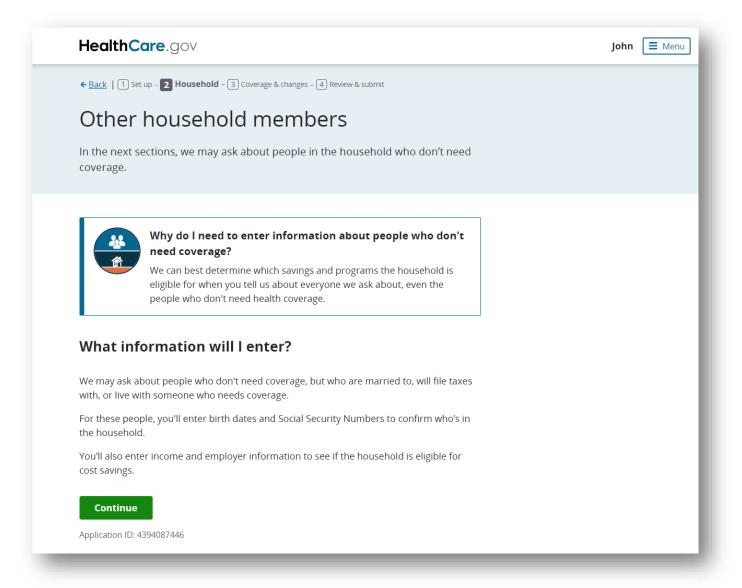
Who needs health coverage? Learn more about who not to include. Needs coverage Learn more about editing or removing someone. ✓ John Edit Add a person who needs coverage Save & continue Application ID: 4392267714



#### Other Household Members



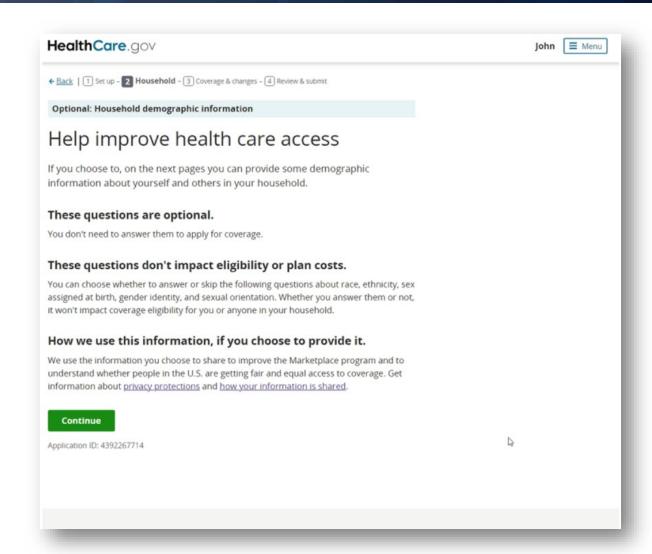
- The Marketplace needs information for other household members who don't need coverage to help ensure consumers get accurate eligibility and helps the Marketplace find the best savings on coverage.
- » Consumers need to provide birth dates, social security numbers, income and other information about how household members are related (parents, children, etc.).



# **Optional Demographic Information**



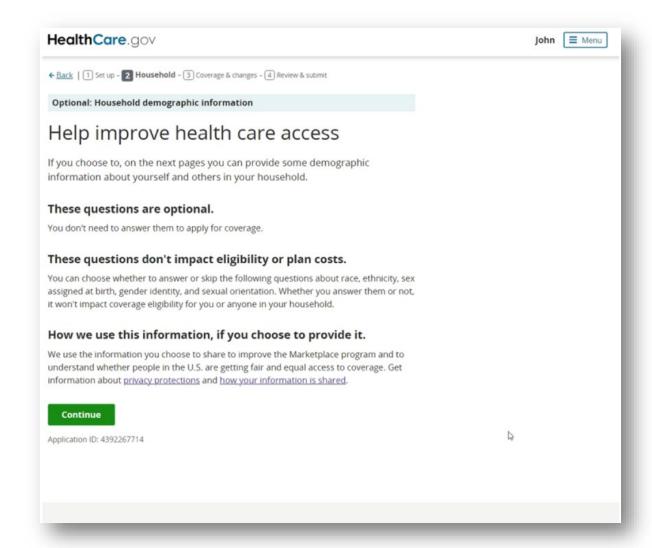
- » The Marketplace application asks optional demographic questions on race and ethnicity, sex assigned at birth, sexual orientation and gender identity.
- » The information helps the Marketplace focus on health equity and reducing health disparities in access to coverage and improves the Marketplace consumer experience by enabling consumers to attest in a way that better reflects and affirms their identities.
- » Questions are completely optional, consumers can choose to answer some, all, or skip providing information.



# Optional Demographic Information (continued)



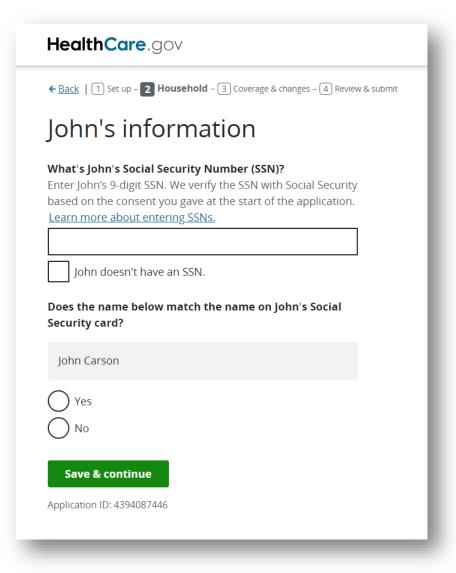
- » An individual's responses or decision to skip has no impact on their eligibility results, plan pricing, or plan costs.
- » The privacy of all information will be protected. At this time, any data received from the three optional sexual orientation and gender identity questions won't be shared with downstream systems or agencies, including issuers or state agencies such as Medicaid and Children's Health Insurance Program (CHIP).



## **Entering Social Security Numbers**



» Consumers that need health coverage are required to provide their Social Security Number (SSN). Consumers that don't have an SSN will be able to provide information on their eligible citizenship and immigration status in the next section.



### **Transitioning from Medicaid or CHIP**



- » Consumers may be transitioning from Medicaid and CHIP coverage that recently ended or will end soon.
- » Even during Open Enrollment, consumers need to let the Marketplace if they had Medicaid or CHIP coverage and the date the coverage ends.
- » During November, if consumers just lost Medicaid and CHIP, they can fill out their 2025 application and enroll in a plan that starts January 1. If they need coverage for December, consumers should also complete a 2024 application and choose a plan.
- Consumers that applied for Medicaid and CHIP but were found not eligible by the state (i.e. weren't enrolled and were referred to the Marketplace) can provide the date of the denial on a separate question later in the application.



#### Income



- » New section introduction to help consumers know what they may need and answer key questions.
- Current month's income is asked first. This should include all sources of income the consumer receives this month. The application sums up all the values and provides a total to review before continuing.
- Enter income based on what the consumer knows for their best estimate – for a job that could be entering income hourly, weekly, biweekly, monthly, etc. The application will calculate a monthly amount for review.

HealthCare.gov		
<b>←</b> <u>Back</u>   1	Set up – 2 Household – 3 Coverage & changes – 4 Review & submit	
	caid or CHIP coverage ending  about Medicaid and Children's Health Insurance (CHIP) programs.	
Children's recently er	e have West Virginia Medicaid or West Virginia Health Insurance Program (WVCHIP) that nded or will end soon? rson's name if one applies:	
• Their co	overage ended between 3/31/2023 and today	
• Their co	overage is going to end between today and 024	
John		
Suzan	ne	
None	of these people	
Save &	continue	
Application II	D: 4395755607	

#### Income (continued)

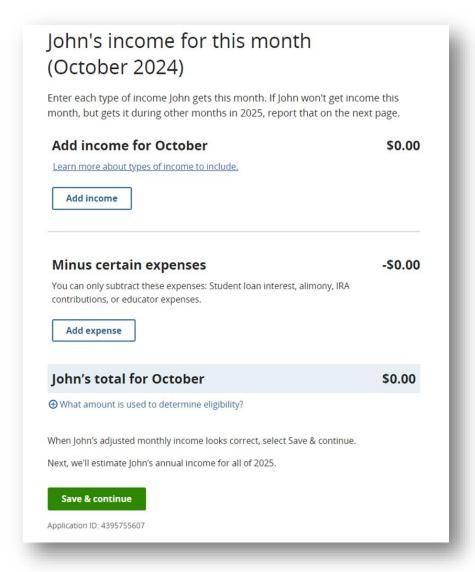


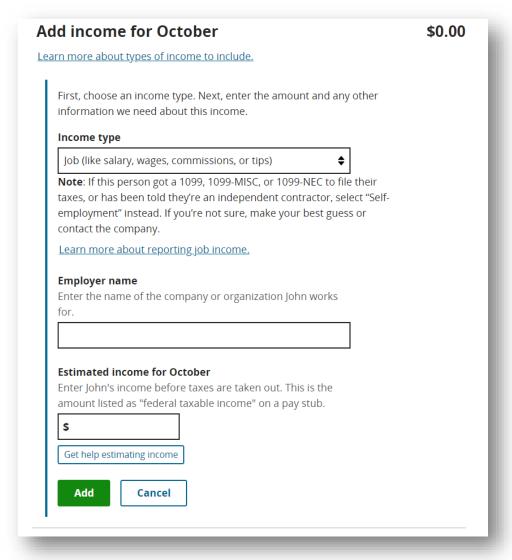
Estimated 2025 annual income for the coverage year. The application calculates an estimate for review based on monthly. If that looks right, the consumer can review and move forward. For consumers that have variable income or may have other income sources during the year (i.e. seasonal, gig work, self-employment), they'll be able to adjust the total estimate for 2025 by entering a better amount for the year.



#### **Enter Current Month Income Sources**



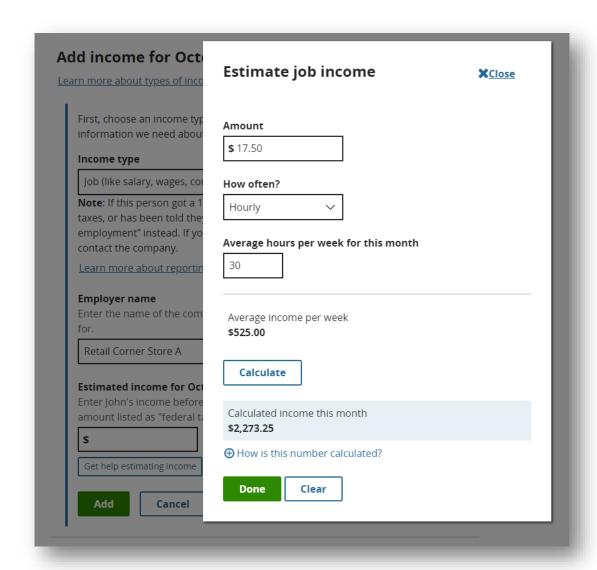


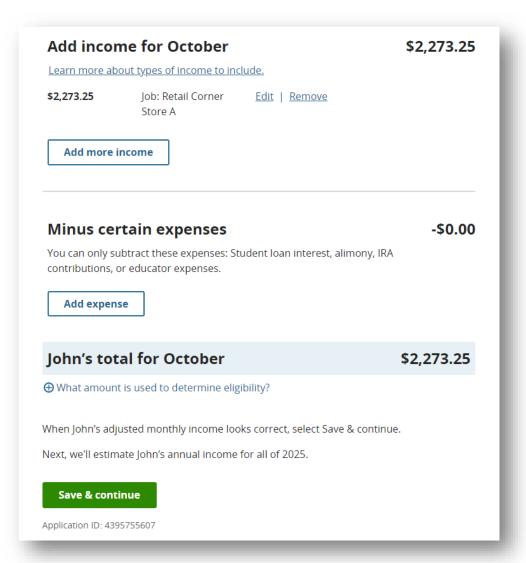


#### **Enter Current Month Income Sources**



(continued)

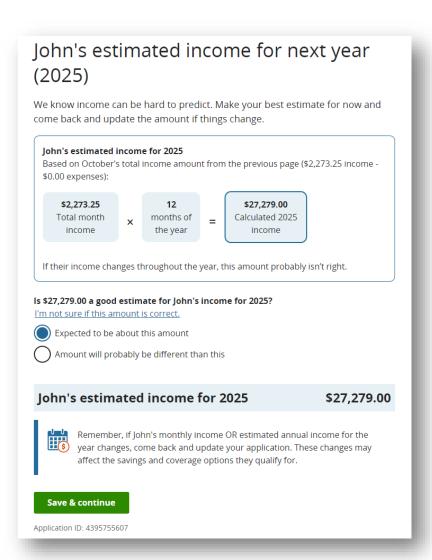




#### **Annual Income Estimate**

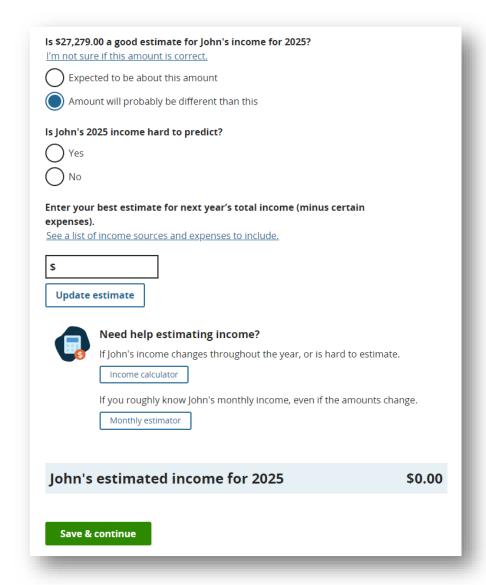


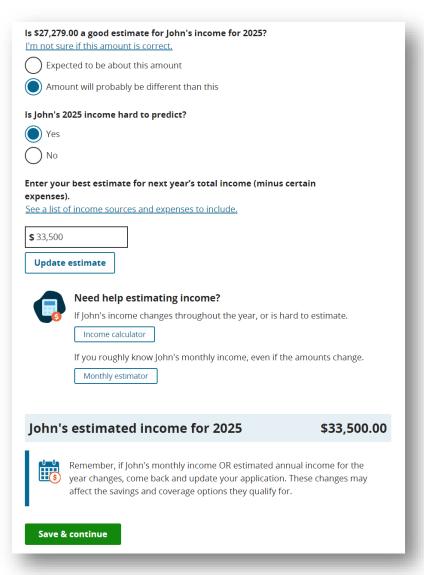
#### John's estimated income for next year (2025)We know income can be hard to predict. Make your best estimate for now and come back and update the amount if things change. John's estimated income for 2025 Based on October's total income amount from the previous page (\$2,273.25 income -\$0.00 expenses): \$2,273,25 \$27,279.00 12 Total month Calculated 2025 months of income the year income If their income changes throughout the year, this amount probably isn't right. Is \$27,279.00 a good estimate for John's income for 2025? I'm not sure if this amount is correct. Expected to be about this amount Amount will probably be different than this John's estimated income for 2025 \$0.00 Save & continue Application ID: 4395755607



### Annual Income Estimate (continued)







# **Coverage and Life Events**



Current coverage	
earrein coverage	Overview: What are HRAs?
Are any of these people currently enrolled in health coverage? Select a person's name only if they'll still have the same	Health Reimbursement Arrangements (HRAs)
overage they have now on or after 12/9/2024. Select all that apply.  Learn more about types of health coverage and how to answer, even if a person is enrolled through the Marketplace.  John	Some employers offer health benefits called individual coverage Health Reimbursement Arrangements (ICHRAs) or Qualified Small Employer HRAs (QSEHRAs) that aren't traditional job-based health plans. An employer chool dollar amount they'll make available for reimbursing health care expenses instead of offering a health plan.  Learn more about HRAs.
Suzanne	① Documents you may need
None of these people	In this section we only need to know if anyone on your application has or is offered an individual coverage HRA.
Save & continue	If someone has an HRA, they will have a notice from the employer which will include:
Application ID: 4395755607	The HRA type, for example if it's an individual coverage HRA or a QSEHRA
	If the HRA is available to the employee only, or if other household members can sign up too
	The HRA's coverage dates and reimbursement amounts
	What if my household has other kinds of healthcare offers through a job?
	We'll ask about other types of health plans offered by an employer (called job-based loverage) later in the application.

Continue

#### Next: Other coverage offers from a job

#### Job-based health coverage

Some employers may offer health insurance plans to employees. These plans may also be available to other family members, too.

#### 1 Information you may need

Details about a health plan's benefits and coverage from the employer, including:

- Premium costs
- Who in the household can enroll
- Whether any plans meet the minimum value standard Learn more about the minimum value standard.

If you don't have this document, you can print or download the <u>Employer Coverage Tool</u> (PDF) and ask the employer to fill out their part.

It's ok if you need to pause to go find these documents. All your answers up to this point have been saved.

Continue

# Coverage and Life Events (continued)



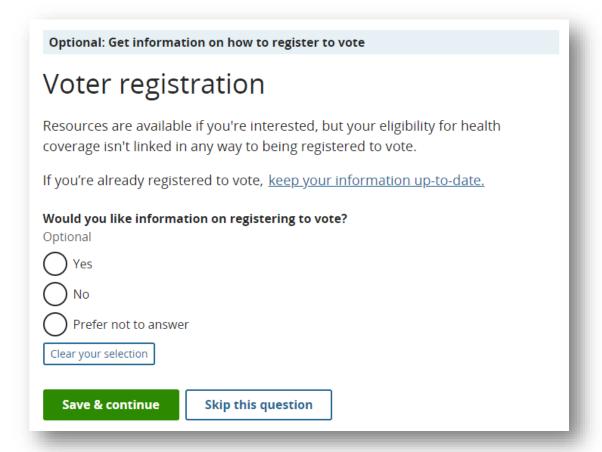
#### Overview: What's a Special Enrollment Period? Special Enrollment Period eligibility A Special Enrollment Period allows a person to enroll in new coverage or change plans outside the yearly Open Enrollment Period of November 1 - January 15. Someone might be eligible if they've had certain life events. Learn more about qualifying for a Special Enrollment Period. 1 Information or documents you may need • HRA or OSEHRA offer notices • A notice from an insurance company, employer, or state agency showing the date health coverage was or will be lost • The dates anyone in the household moved, got married, took in a new dependent, was released from incarceration, or recently gained eligible immigration status Continue

Recent cover	rage changes	
Did any of these people lobetween 8/11/2024 and 10 Select all that apply.  Learn more about recent lo  John  Suzanne		
None of these people  What was the last day of S For example: 9/30/2024	Suzanne's coverage? Life changes	
1 1/1 1/1	Has John or Suzanne had any of these changes since 3/11/2024?	
Enter the name of the p Optional Gained a dependent (or became a dependent) due to an adoption, foster care placement, or court order Moved Don't select if they moved for vacation or medical treatment.		
Save & continue	Was released from incarceration (detention or jail)  None of these changes	
	Save & continue	

# Interest in Receiving Information on Registering to Vote



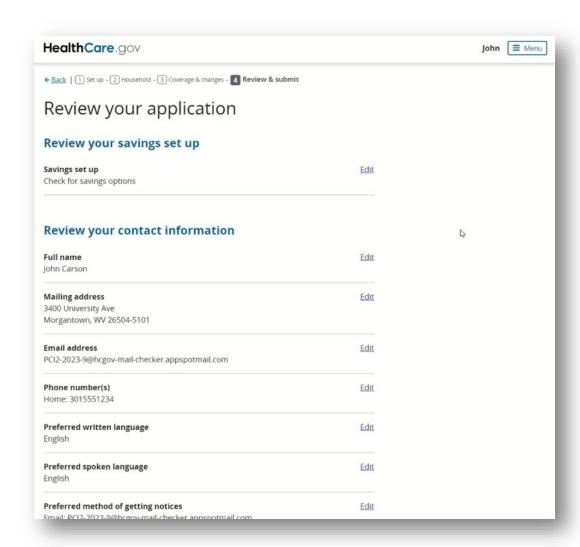
- » Optional question: consumers that may be interested in receiving information about registering to vote.
- » Consumers that respond "yes" they're interested will see additional information at the end of their application with a link to Vote.gov.
- » Consumers that skip the question, answer "no" or "prefer not to answer" won't receive any follow up information.



## Review, Sign, and Submit



- » All application information, in one place before submitting. Edit features will take the consumer back to the information to make updates.
- » Ensure contact information for the consumer is accurate so they'll receive follow up communications from the Marketplace or their Medicaid/CHIP agency about their coverage.
- » Confirm social security numbers or immigration status information is included and accurate for each person.
- » Review income again and make sure current month and annual estimate look right for each person.
- » Check information about other coverage and recent life changes.
- » When everything is accurate, continue to review agreement and attestations.
- » Sign and submit the application, attesting to the accuracy of the all information.



# **Updated Agreements: Reconciling Prior Year Tax Credits**



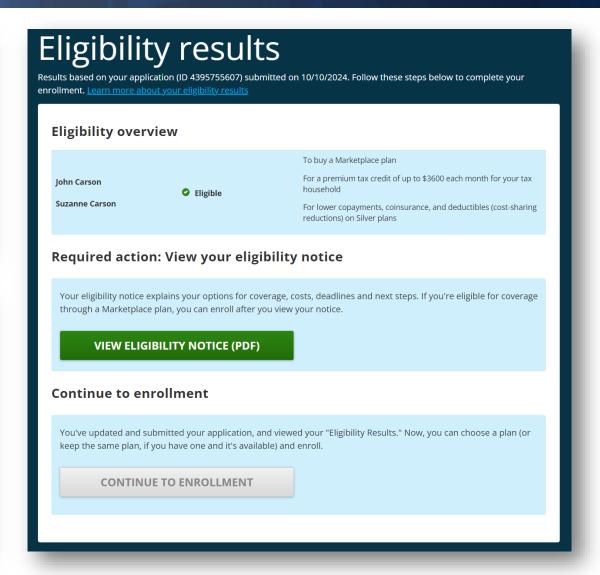
← <u>Back</u>   1 Set up - 2 Household - 3 Coverage & changes - 4 Review & submit	Learn more about reconciling premium tax credits Close
Read & agree to these statements  If you disagree with any of the statements or "attestations," you may be asked to provide additional information. In some cases, you must agree with the statement to continue your Marketplace application.  To make it easier to determine my eligibility for help paying for health coverage in future years, I agree to allow the Marketplace to use income data, including information from tax returns, for the next 5 years. The Marketplace will send me a notice, let me make any changes, and I can opt out at any time.  Learn more about letting us use your income data.  I agree.	If you use advance payments of the premium tax credit (APTC) to reduce your Marketplace premiums, you must file a tax return to report these payments, even if you don't usually file taxes. When you (and the tax filers on your application) file your federal income tax returns, you must "reconcile" any premium tax credits that you used during the year.  • "Reconciling" means comparing the amount of premium tax credit you used with the amount of credit you actually qualify for based on your final income.  • You pay any difference, or get it as a credit, when you pay your federal income taxes for the coverage year.  Check the box if you got the premium tax credit for the past 2 years
If you got the premium tax credit in 2022 and 2023, did you file a tax return with IRS	AND you included IRS Form 8962 in your tax return to reconcile those credits for at least one of those years.
Form 8962 to reconcile those payments for at least one of those years?  Optional. Check the box below if all of these apply to you:  • You used the premium tax credit to lower your monthly payment for Marketplace plan coverage.	Don't check the box if you haven't filed IRS Form 8962 for at least one of the years you got the premium tax credit.  Get more information on reconciling tax credits.
The tax filer(s) on your application filed a federal income tax return with "IRS Form 8962 Premium Tax Credit" for at least one of the years they used the premium tax credit. For example, in 2023, you used the premium tax credit and you (or your spouse or parent) also filed a 2023 tax return.	
The tax filer(s) submitted <u>IRS Form 8962</u> with the 2023 tax return.	
Learn more about reconciling premium tax credits.  Yes, I got premium tax credits in 2022 and 2023, and I filed a tax return with Form 8962 for at least one of those years.	
If anyone on your application is enrolled in Marketplace coverage and is also found to have Medicare coverage, the Marketplace will end their Marketplace plan coverage. They will get a notice before the Marketplace terminates their coverage in	Still need help?  If you have questions, you can get in-person help by finding someone local, or calling the Marketplace Call Center at 1-800-318-2596 (TTY: 1-855-889-4325).

# Sign Application and Review Eligibility Results Summary



# Sign & submit I'm signing this application under penalty of perjury, which means I've provided true answers to all of the questions to the best of my knowledge. I know I may be subject to penalties under federal law if I intentionally provide false information. I agree to this statement. John Carson, type your full name below to sign electronically. Sign & submit

# You've submitted your application. Select "Go to eligibility results" to find out what programs and savings you and other household members may qualify for. Go to eligibility results Application ID: 4395755607 Voter registration Earlier you told us you'd like information on how to register to vote. You can go to Vote.gov for more information, registration deadlines, and resources for your state. That link will open in a new tab or window, so you can still return here and select "Go to eligibility results".



## **Eligibility Results**



- Eligibility notice provides information on coverage for Marketplace plans, Medicaid, and CHIP for each person, eligibility for tax credits and the amount, and the availability of extra savings on Silver plans.
- » Key dates for enrolling in coverage.
- » Important actions and follow up information the Marketplace needs with dates and deadlines. Check to see if the consumer may need to upload or send in documents for income, citizenship or other information. Taking next steps by the deadlines are critical, otherwise the consumer may lose financial help or Marketplace coverage later.
- » Notice includes an eligibility guide after results with information to help understand the notice, and how to take next steps.

#### Health Insurance Marketplace

November 15, 2024

Application ID # 4395755607
Application date: November 15, 2024

Primary contact

John Carson

40 High St Ste. 101

2025

Marketplace Eligibility Notice

Remember to update your application during the year with any changes.

#### Results

Premium tax credit available for this household: \$3,600/month | Estimated 2025 income used to determine eligibility for financial help: \$36,279/year

	John Carson	Suzanne Carson
Applied for coverage.	•	•
Eligible to enroll in a Marketplace plan until January 15, 2025.	•	•
Eligible to use the premium tax credit to pay for a Marketplace plan. Can use up to \$3,600/month for this household.	•	•
Eligible for extra savings (cost-sharing reductions). Will pay less for copayments, coinsurance, and deductibles when you're enrolled in a Silver plan.	•	•

ACTION: Next steps		
By December 15, 2024, choose a Marketplace plan for coverage to start January 1. See Eligibility Guide, page 4.	•	•
Choose a Silver plan to get extra savings. Choosing Silver instead of Bronze may save you thousands of dollars if you use a lot of services.	•	•
Take steps to make sure you get the right amount of financial help. See <b>Eligibility Guide</b> , page 6.		•
You can appeal your eligibility results now. See Eligibility Guide, page 8.	•	•

See next pages to learn why you may not have qualified for other programs.

To learn when and how you can appeal, see Eligibility Guide, page 8. Questions about results or next steps? See the Eligibility Guide included with this notice.

For more help

HealthCare.gov
Marketplace Call Center:

1-877-716-1212
Try: 195-889-94325
LocalHelp.HealthCare.gov
(for help in your area)

West Virginia Medicaid:
Mest Virginia Children's Health
Insurance Program (WVCHIP):
1-877-982-2447
Try: 711
Try: 711
Try: 711
Try: 711

# **Enrollment Experience Highlights**



## **Enrollment: Getting Started**



- » Consumers currently enrolled in 2024 coverage see specific information for renewing their 2025 coverage.
- Key dates for when coverage can start based on when they select a plan. During Open Enrollment, consumers will see the December 15th deadline for enrolling with coverage starting January 1st, and the final Open Enrollment deadline of January 15th for coverage that'll start February 1st. Consumers that have a Special Enrollment Period will see dates specific to their enrollment window.
- Provides an overview of steps to complete enrollment from deciding how much of their tax credits they want to use to lower premiums, providing preferences around estimates for total costs for the year, doctors and prescriptions they want to see which plans cover, comparing health plans, comparing dental plans, and confirming their final plan selections.

HealthCare.gov				
Renew or change your 2025 coverage  You can now select a 2025 plan: your 2024 plan, a similar plan you've been offered, or a different plan. You must complete enrollment even if you want to keep the same plan for 2025. To enroll, complete all required steps below. You can make changes to any completed steps by selecting "View steps" from any page. If you don't finish now, you can return later.				
For coverage to start on:	Confirm your plan by:			
January 1, 2025	December 15, 2024			
February 1, 2025	January 15, 2025			
2 Report tobacco us 3 Tell us about your	premium  2 Report tobacco use  3 Tell us about your health care needs			
Answer a few quick questions. For each plan, you'll:  Get an estimate of your total health care costs for the year  Find out if your providers and prescription drugs are covered				
4 Choose health plans Shop, compare, and choose health plans.				
5 Choose dental plans Choose who should enroll in a separate dental plan.				
6 Confirm your plan choices & enroll Check your choices one final time, sign the application, and finish your enrollment.				

# Choosing the Amount of Tax Credit to Use (C



#### Use your tax credit to lower your monthly premium

You qualify for a premium tax credit of \$3,600 a month. You can decide how much of this amount you want to use to save on your monthly premium.

You can lower your monthly premium up to \$3,600 per month

The amount is based on:







Expected yearly income

Wh

Tax household size

If any of these things change over the year, the tax credit amount you qualify for can change. For example, if your income goes up during the year, you'll likely qualify for a lower tax credit. If you take more tax credit than you're eligible for, you may have to pay money back when you file your federal taxes at the end of the year.

If your income or household changes, it's very important to update your Marketplace application as soon as possible to avoid paying money back on your federal taxes.

If you choose not to use any of your tax credit, you'll claim the full amount on your federal taxes

How much of your \$3,600 monthly tax credit do you want to use to lower your premium?

ALL of the tax credit each month.

Good choice if you're pretty sure your final 2025 income will be about the same as your estimate.

**SOME** of the tax credit each month.

Good choice if it's likely your final 2025 income will be higher than your estimate.

NONE of the tax credit each month.

Good choice if you don't want to risk having to pay money back on your federal taxes if anything changes.

How much of your \$3,600 monthly tax credit do you want to use to lower your premium?

**ALL** of the tax credit each month.

Good choice if you're pretty sure your final 2025 income will be about the same as your estimate.

#### Your monthly premium will be reduced by \$3,600

We'll apply all of your tax credit to your monthly premium. You'll receive none of your tax credit when you file federal taxes.

**SOME** of the tax credit each month.

Good choice if it's likely your final 2025 income will be higher than your estimate.

( ) **NONE** of the tax credit each month.

Good choice if you don't want to risk having to pay money back on your federal taxes if anything changes.

**Important:** If things change – like you get a raise, gain or lose a dependent, or work more or less hours, update your Marketplace application right away.

Save & continue

# **Estimate of Total Health Care Costs When Comparing Plans**



#### Get an estimate of your total health care costs for the year

Estimated total yearly costs for each plan are based on "medium" use of medical services to give you an idea of how much you'll probably pay for health care per year with each plan.

If you think you'll use more or less medical services than the average person, you can change to "high" or "low" use to get a customized

Learn more about total yearly costs & level of care.



1 This estimate won't change your premiums or cost sharing, or limit how many services you can use

#### Select the level of care John Carson expects to use this year.

Choose the level closest to what you expect. It's OK if you end up using more or less.

- ) Expect low use
  - Few doctor visits
  - Occasional prescription drugs
  - No hospital visit expected
- Expect medium use (selected by default)
  - Regular doctor visits
  - · Regular prescription drugs
  - Hospital visit unlikely
- Expect high use
  - Frequent doctor visits
  - Frequent prescription drugs
  - · At least one hospital visit likely

Next person

# **Doctors and Prescription Drug Needs**



Step 3 of 6: Tell us about your health care needs <u>View steps</u>		
See if your doctors, facilities & dru	igs are covered	
Enter your doctors, facilities, and prescription drugs. You'll see if they're cov	ered in the plan's network when you review plans ar	d prices.
What do you want to search for?  Doctors & facilities  Prescription drugs	Add your doctors & See if your doctor or health care facility is	covered by the Marketplace plan.
Continue Skip	Don't include titles like Dr., Mr., Ms., or Mrs.  Smith  Search	
Add your drugs  See if your prescription drug is covered by the Marketplace plan.  Enter the name of the prescription drug you use regularly.  LIPITOR	Can't find your doctor?  Try typing more letters in the nan	Dr. Richard Lee Smith Ii M.d.
Showing results for <b>LIPITOR</b>		
Lipitor atorvastatin 40 MG Oral Tablet [Lipitor] Add	Lipitor atorvastatin 20 MG Oral Tablet [Lipitor]  Add	
Lipitor atorvastatin 10 MG Oral Tablet [Lipitor]  Add	Lipitor atorvastatin 80 MG Oral Tablet [Lipitor] Add	

# **Choose How People Want to Be Grouped for Plan Selections**



Step 4 of 6: Choose health plans View steps Health plan groups for your household Based on your application, we put your household members into the groups below. You can choose one plan for everyone, a separate plan for each person, or some other grouping. Why change groups? • To get started with current groups: select **View plans** for a group to get started. • To change groups: select Change groups, make the changes, then View plans for the new groups. You'll select a plan for each group one at a time. Group: 1 John Carson (Age 63) View plans Suzanne Carson (Age 54) Change groups

# **Helping Consumers with Extra Savings Eligibility (Cost Sharing Reductions)**



X Close Pick extra savings

You qualify for extra savings when you get care. You'll save money with lower deductibles and copayments / coinsurance. You must pick a Silver plan to get the extra savings.

#### **Extra Savings**

#### **Bronze**

53 Plans

You'll pay more when you get care. Your deductible will be high.



Silver

Silver with extra savings may save you the most when you get care. Your deductible will be low.

#### Gold

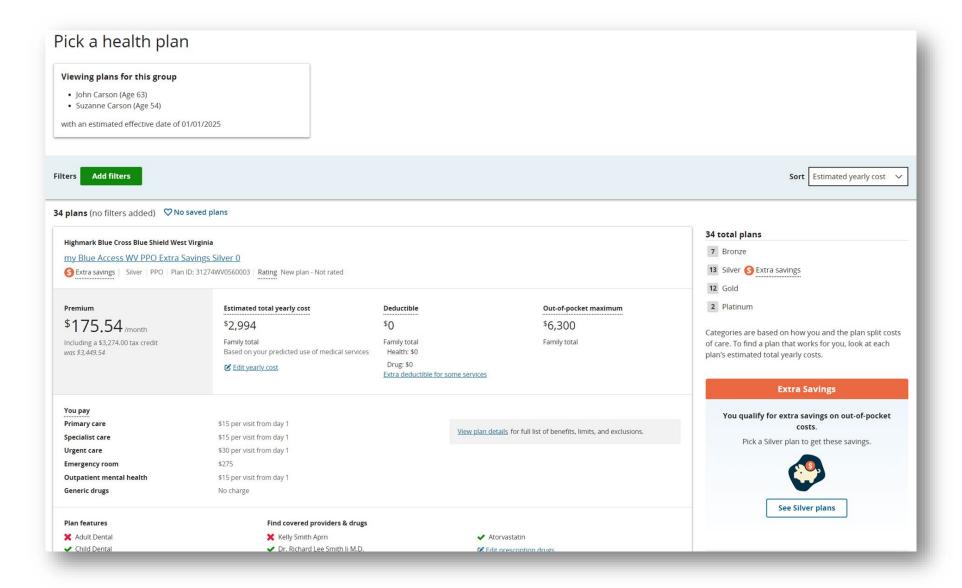
29 Plans

You'll pay low costs when you get care. Your deductible will be low. But. Silver with extra savings may save you more money.

**Important**: You must pick a Silver plan to get extra savings.

#### **Plan Results**

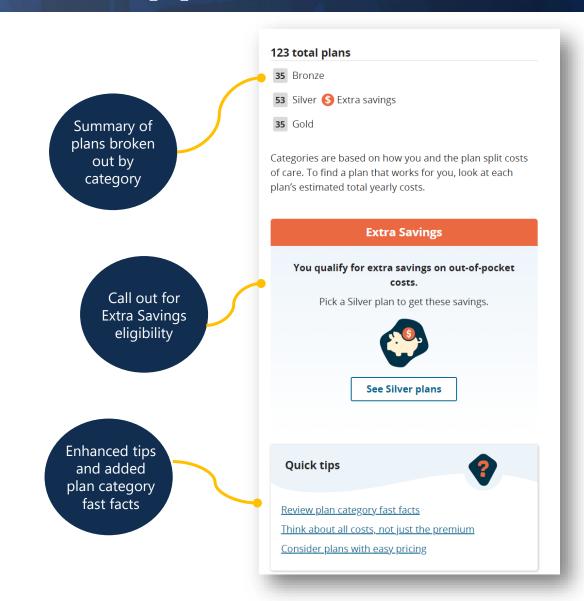




# Helping with Choice Overload and Improving Decision Support



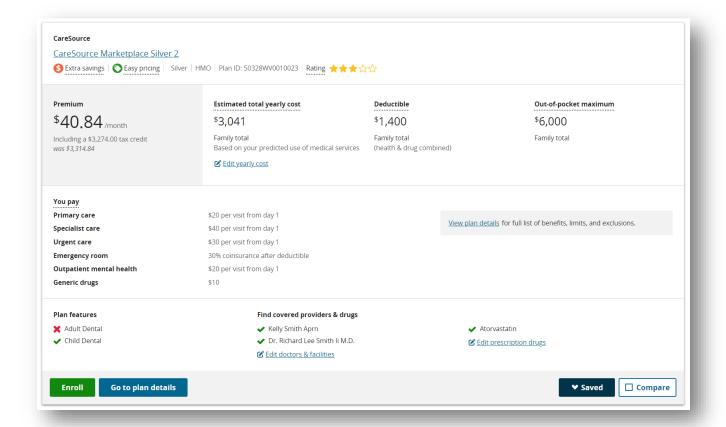
- » High level framing information on the results page about the categories of plans available, helpful information and reminders on the right side of the plan list.
- » Provide information that helps consumers think about ways to narrow their plans based on individual needs and consider all costs inclusive of premiums and their anticipated care needs.
- » Fast facts about plans shown before seeing results which includes dynamic version highlighting extra savings (cost sharing reductions) for Silver plans.
- » Additional hints and tips along the way to help consumers find the plan that's a best fit for them.



#### **Plan Information**



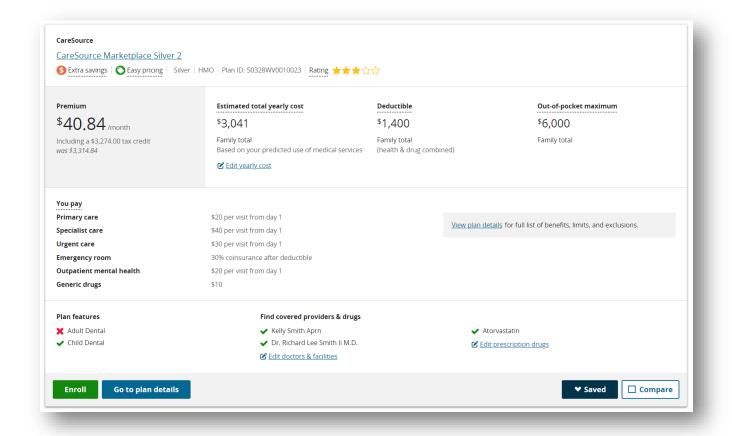
- » Within the plan results list, plan summaries are designed to reduce choice overload and cognitive burden.
  - Basic plan info at top (name, tags, type, rating).
  - Grouping key costs together under "you pay" to help clarify cost details.
  - Urgent care and outpatient mental health have been added in cost summary.
  - Clarify benefits available with just a copay without needing to meet their deductible "from day 1" (primary care, specialist, urgent care, outpatient mental health).



#### Plan Information (continued)



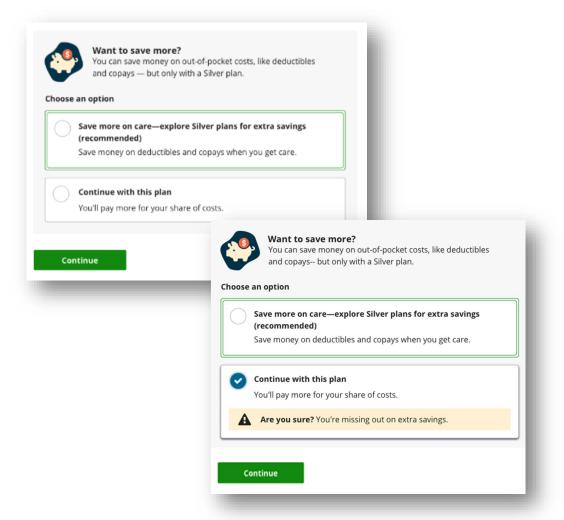
- » In addition, plans results are sorted by estimated total yearly costs first, rather than by premium to help consumers understand how much they may spend across the year in each plan inclusive of premiums and costs for care, taking into account deductibles and copays/coinsurance.
- » Considering plans based on annual estimated costs has been shown to help consumers find a plan that is more cost effective for their individual needs inclusive of care. Estimates are set to medium level of use by default - consumers can customize for low/medium/high.



#### **Extra Savings on Silver Plans Reminder**



 HealthCare.gov has hints and filters to help consumers eligible for extra savings consider Silver plans when shopping for coverage.
 Reminder alert displays when consumers start the check out process with a non-Silver plan, and they could miss out on the extra savings they're eligible for if they enroll in a Silver plan.

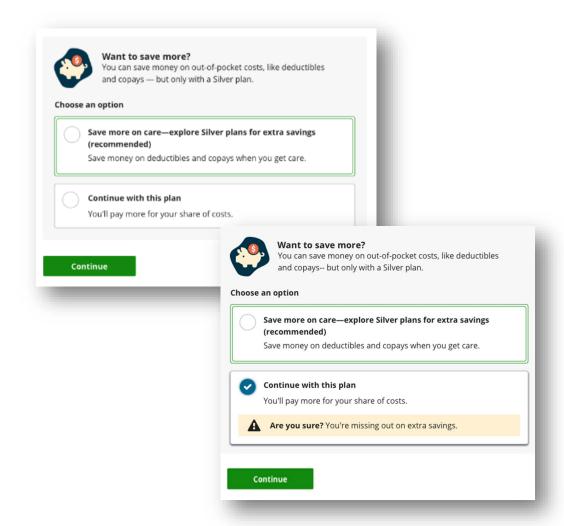


#### **Extra Savings on Silver Plans Reminder**



(continued)

- » Two options presented for consumers to choose their next step:
  - Reminds the consumers that they could save even more with a Silver plan, which is recommended to lower their cost of care during the year.
  - Consumers are prompted to (a) take another look at Silver plans or (b) actively confirm they want to keep the selected plan.
    - If consumers opts to take another look, a filter for Silver plans will automatically be applied so they can immediately look at their options.
    - If a consumer chooses to continue with a non-Silver plan, they get a final message saying what they risk passing up.



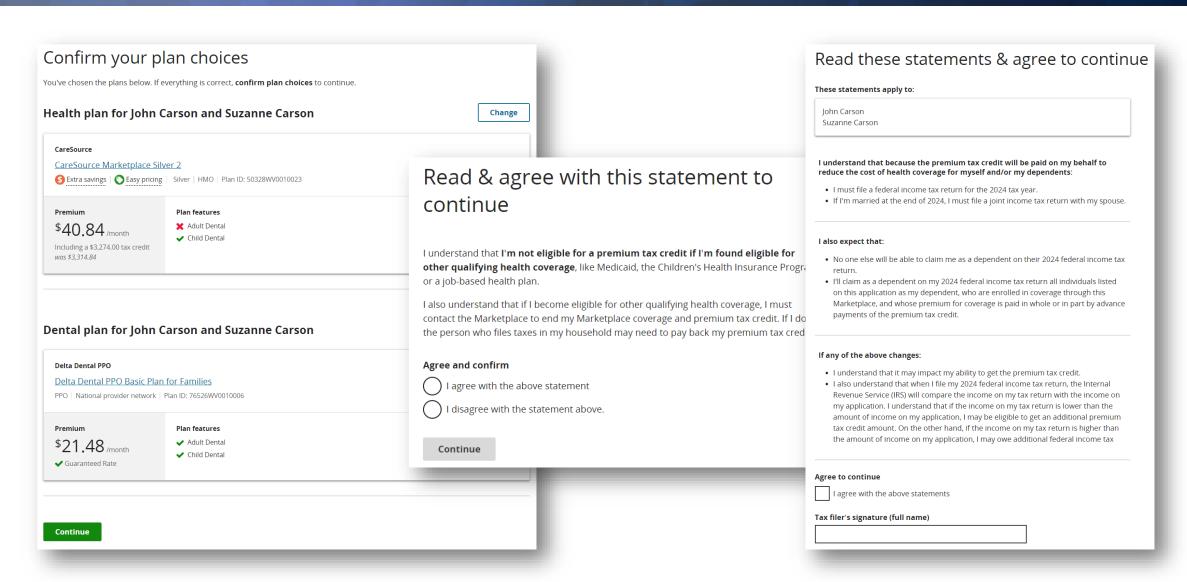
# Confirming Health Plans and Deciding on Dental



Step 6 of 6: Confirm your plan choices & enroll	<u>View steps</u>	
Review your health	n plan choices	
Review your plan choices below and deci	de if you want a separate dental plan.	
Health plan for John Carso	on and Suzanne Carson	Change
CareSource  CareSource Marketplace Silver 2		
_ '	r   HMO   Plan ID: 50328WV0010023	
\$40.84 <sub>/month</sub>	<b>n features</b> Adult Dental Child Dental	
▲ John Carson and Suzanne Carso health plan.	on won't have dental coverage with the selected	
Are you interested in a separate denta You may want this if the health coverage include dental coverage, or if you want dicoverage.	you choose doesn't	
Yes, continue to dental plan selectio	n.	
No, complete health plan enrollmer	t.	
Continue		

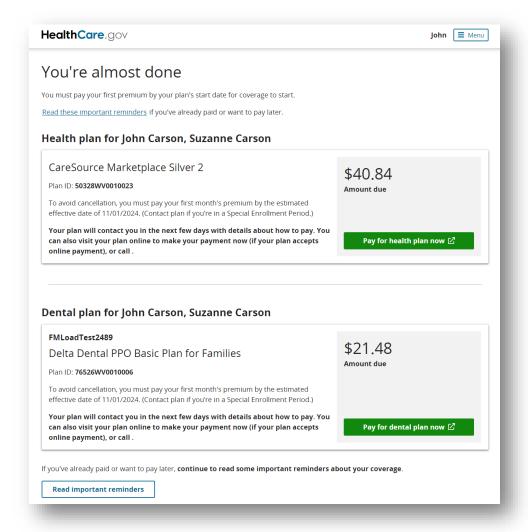
### Confirm Final Selections and Review Agreements

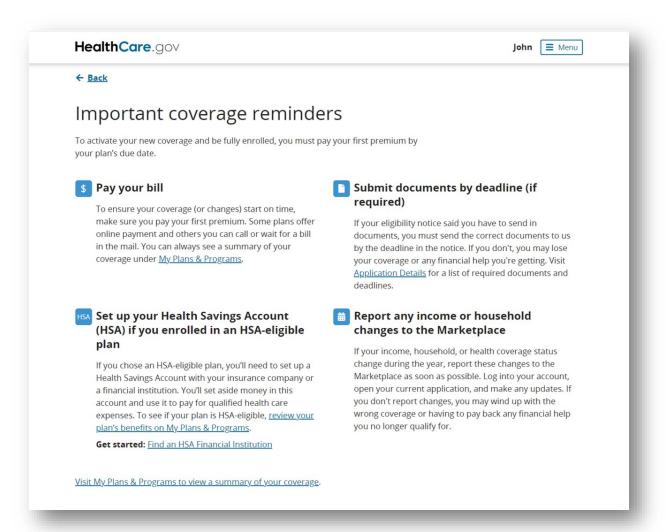




#### Pay Premiums and Important Reminders









# Marketplace Requirements and Best Practices



### Documenting Consumer Consent Requirement



#### **Consent Documentation Requirements**

- » Agents, brokers, and web-brokers are required to document the receipt of consent from the consumer or their authorized representative.
  - The consumer or their authorized representative must take an action to produce the documentation;
  - The documentation must contain, at a minimum, the following information:
    - A description of the scope, purpose, and duration of the consent provided by the consumer or their authorized representative;
    - The date the consent was given;
    - The name of the consumer or their authorized representative;
    - The name of the agent, broker, web-broker, or agency being granted consent;
    - A process through which the consumer or their authorized representative may rescind the consent.
  - The agent, broker, or web-broker must maintain the documentation for a minimum of 10 years.

For more information on these requirements, view these FAQs here: <a href="https://www.cms.gov/files/document/2024-pn-ab-faq-9823.pdf">https://www.cms.gov/files/document/2024-pn-ab-faq-9823.pdf</a> and webinar slides here: <a href="https://www.cms.gov/files/document/marketplace-compliance-2024-payment-notice-updates-webinar-slides.pdf">https://www.cms.gov/files/document/marketplace-compliance-2024-payment-notice-updates-webinar-slides.pdf</a>.

### Documenting Application Review Requirement



#### **Review Documentation Requirements**

- » Agents, brokers, and web-brokers are required to document that eligibility application information has been reviewed by and confirmed to be accurate by the consumer or their authorized representative prior to application submission.
  - o The consumer or their authorized representative must take an action to produce the documentation;
  - The documentation must contain, at a minimum, the following information:
    - The date the information was reviewed;
    - The name of the consumer or their authorized representative;
    - An explanation of the attestations at the end of the eligibility application; and
    - The name of the assisting agent, broker, or web-broker.
  - The agent, broker, or web-broker must maintain the documentation for a minimum of 10 years.
- It is a violation of the Marketplace agreements to provide incorrect consumer information, including addresses and ZIP codes, on the eligibility application. When assisting consumers whose residential county crosses ZIP codes, you must always select the country and ZIP code that matches the consumer's street address.

#### Silver vs. Bronze Plan Selection



- » It is important to help consumers consider all plan options and enroll them in the coverage and plan that best meets their needs.
- » Consumers may be eligible for:
  - » Medicaid or CHIP
  - » Advanced Payments of the Premium Tax Credit (APTC)
  - » Cost-sharing Reductions (CSRs)
    - If a consumer qualifies for CSRs based on income, the consumer generally must enroll in a Silver plan to get the extra savings.
- » Silver plans generally are the better option for most CSR-eligible consumers due to their lower total costs, more generous costsharing, and extra APTC that can make Silver plans as affordable as Bronze plans.
- » Consumers should be reminded that they are more likely to experience higher cost sharing when they seek care if they have a Bronze plan compared to a plan at a higher metal level.



### Citizenship and Immigration DMI Checklist



Gather documentation needed for the consumer's application, e.g. social security number, and or current immigration document type and number(s), as applicable.
If the consumer has an SSN, you must enter it on the application.
If the consumer is a U.S. citizen by birth or naturalization or a U.S. national, select 'yes' for citizenship status.
If the consumer is not a U.S. citizen or U.S. national, select "no" for citizenship status.
If the consumer has an eligible immigration status* for Marketplace coverage, select "yes" for immigration status.
Review the consumer's current immigration document to determine the document type and relevant numbers. Visit U.S. Citizenship and Immigration Services Commonly Used Immigration Documents at <a href="https://www.uscis.gov/save/commonly-used-immigration-documents">https://www.uscis.gov/save/commonly-used-immigration-documents</a> for help locating the document numbers.
Select the type of document from the options.
Enter as much information from the consumer's immigration document as possible, including immigration document numbers, and expiration date.

<sup>\*</sup>For a list of eligible immigration statuses for Marketplace coverage, see this resource: <a href="https://www.healthcare.gov/immigrants/immigration-status/">https://www.healthcare.gov/immigrants/immigration-status/</a>

# Citizenship/Immigration Data Matching Issue (DMI) Reminders



#### **Preventing Citizenship/Immigration DMIs**

- » Agents and brokers\* must enter all required information on the eligibility application, including Social Security numbers (SSNs) for all consumers who have them, because:
  - It is required by federal regulations if the consumer has an SSN.
  - o It reduces the risk of the consumer losing coverage or financial assistance.
  - It helps to ensure the agent or broker does not lose commissions.
- » Additionally, when working with noncitizen consumer, agents and brokers should enter as much information as possible on the eligibility application regarding the consumer's immigration document information.
  - Examples of document types consumers may have include I-551s, I-94s, I-327s, I-571s, among others.
  - Consumers who are asked to provide immigration documents in the eligibility determination notice should submit these documents promptly to help avoid losing coverage.
- » Consumers who do not include their SSN or submit applicable documents to verify their citizenship or immigration status **are at risk of losing their eligibility for Marketplace coverage**.

\*NOTE: Here and throughout, references to "agents and brokers" also include web-brokers.

For more information on these requirements or how to resolve DMIs,, view this webinar here: <a href="https://www.cms.gov/files/document/data-matching-issues-dmi.pdf">https://www.cms.gov/files/document/data-matching-issues-dmi.pdf</a> and this video: <a href="https://www.youtube.com/watch?v=HnPkozPjjwQ">https://www.youtube.com/watch?v=HnPkozPjjwQ</a>.

### Requirements for Including Consumers' SSNs on Marketplace Applications



- » Starting in October 2024, agents and brokers assisting consumers with enrolling in Marketplace coverage using a DE or EDE platform will be blocked from submitting an application without including a valid SSN for consumers who are over 90 days old.
- » In December 2024, CMS will make additional updates to allow agents and brokers to submit applications through a Classic DE or EDE platform for noncitizen consumers who don't have SSNs, as long as the agent or broker can include verifiable immigration document information on the application.
- » These changes aim to reduce the high volume of DMIs generated, which can cause consumers to lose coverage and eligibility for financial assistance.
- » Non-citizen consumers without SSNs are **still eligible for Marketplace coverage**, if otherwise eligible, and may apply for coverage through the Marketplace before the December 2024 system updates are made by:
  - Submitting an application through a consumer pathway, such as HealthCare.gov; or
  - Calling the Marketplace Call Center.

### **Duplicate Applications**



- » When assisting a consumer with an application using an approved Classic DE or EDE website, agents and brokers must search to see if the consumer has an existing application with the Marketplace.
- » If the consumer has an existing application, the agent or broker must update the existing application rather than create a new application.
- » If the consumer has one, **CMS recommends searching by their SSN** as the most effective method of locating a consumer's application.
- » Consumers with duplicate applications face a heightened risk of **losing their coverage and/or tax credits.**
- » If searching by SSN is not successful and the consumer's name is used to further search for an existing application:
  - Include their middle name (if applicable);
  - Avoid typos by double checking the spelling with them;
  - If they have multiple last names, attempt different combinations if the first one fails.



### Duplicate Applications (continued)



- » Sometimes, an agent or broker will create a new application for a consumer who is already enrolled, instead of trying to update the consumer's existing application (and enrollment).
- » Generally, when CMS identifies enrollments created from duplicate applications, the original enrollment is terminated, and the new enrollment is maintained.
- » However, for the subset of duplicate applications created in an attempt to change the agent or broker associated with the consumer, CMS will run a weekly process to cancel the new enrollment, preserving the original enrollment.
  - » This new process is designed to prevent agents and brokers from making unauthorized changes to a consumer's existing application and enrollment.



#### Medicaid/CHIP Marketplace Application Questions Reminders



- » Agents and brokers play a critical role in connecting consumers transitioning from Medicaid/CHIP coverage to other forms of coverage.
- » Informing consumers how to accurately complete the Medicaid/CHIP coverage questions on the Marketplace application will help ensure they transition smoothly and get the coverage they need.
- » Understanding the difference between whether a consumer is about to lose or has recently lost Medicaid/CHIP coverage versus a consumer who was denied Medicaid/CHIP coverage is important to helping consumers correctly fill out the Medicaid/CHIP questions on the Marketplace application.



### Medicaid/CHIP Marketplace Application Questions Reminders (continued)



- » Agents and brokers must never check a Medicaid denial attestation box if the state has not yet made a determination.
  - Doing so may cause some Medicaid-eligible consumers to be incorrectly enrolled in Marketplace coverage and lose access to more affordable health care coverage.
  - Agents and brokers may request Medicaid denial documentation from the consumer prior to checking the Medicaid denial attestation box.





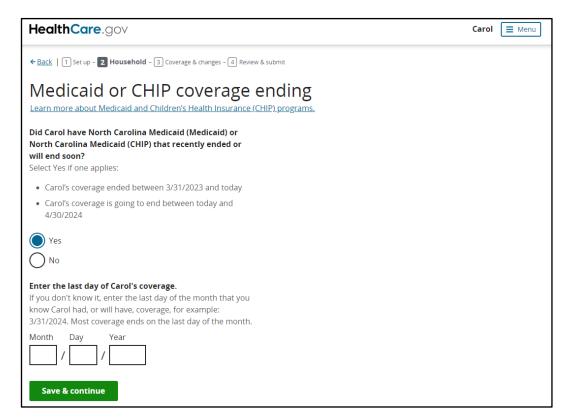
It is critical for consumers, agents, and brokers to answer these questions accurately to help ensure consumers are evaluated for the appropriate coverage and SEPs, as applicable.

### Medicaid/CHIP Marketplace Application Questions (continued)



### How should a consumer answer the Medicaid/CHIP coverage questions on the Marketplace application?

- » The application will first ask consumers if anyone applying had Medicaid/CHIP coverage that recently ended or will soon end.
  - Consumers who did not already have
     Medicaid/CHIP and were denied upon application should respond "No" to this question.
- » If anyone applying for coverage answers "Yes," they will be asked to input the last day of coverage that ended or is ending.
  - Consumers should input their last date of Medicaid/CHIP coverage as listed in their termination letter from their state Medicaid or CHIP agency.
  - Consumers unsure of their last day of coverage should provide their best estimate.

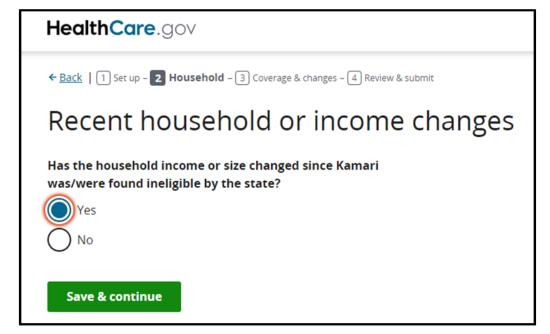


This example shows screenshots from HealthCare.gov, but approved EDE partners websites will offer a similar experience, as these websites use the same questions as HealthCare.gov.

### Medicaid/CHIP Marketplace Application Questions (continued)



- » If a consumer has lost Medicaid/CHIP coverage, the application will ask if the consumer's household income or size has changed since they received their coverage termination notice.
  - The application uses this information to evaluate whether the consumer should be sent back to the state for a redetermination of Medicaid/CHIP eligibility, or if the consumer should instead be evaluated for Marketplace coverage eligibility, including financial assistance such as APTC and CSRs.

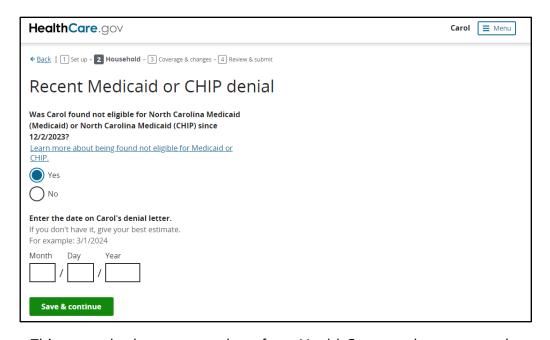


This example shows screenshots from HealthCare.gov, but approved EDE partner websites will offer a similar experience, as these websites use the same questions as HealthCare.gov.

### Medicaid/CHIP Marketplace Application Questions (continued)



- For consumers who answered "No" to having Medicaid/CHIP coverage that recently ended or will end soon, the application will ask if they recently applied for and were denied Medicaid/CHIP coverage.
  - Consumers who applied for Medicaid/CHIP coverage and received a denial notice in the preceding 90 days by the state indicating that they don't qualify for Medicaid/CHIP coverage should answer "Yes" to this question.
  - Consumers should answer "No" if they have not received official denial of Medicaid/CHIP coverage from their state agency.



This example shows screenshots from HealthCare.gov, but approved EDE partner websites will offer a similar experience, as these websites use the same questions as HealthCare.gov.

For more information, consult this companion resource: <a href="https://www.cms.gov/files/document/faqs-companion-resource.pdf">https://www.cms.gov/files/document/faqs-companion-resource.pdf</a>.

# **Upcoming Changes to Failure to File and Reconcile Operations**



» Within the next few weeks, the Marketplace will begin sending notices to consumers identified as being in a Failure to Reconcile (FTR) status.



FTR occurs when consumers who have Marketplace coverage with advance payments of the premium tax credit (APTC) don't file their federal income tax return and reconcile their APTC.

- » Consumers who have an FTR status will receive Marketplace notices warning them to file their federal income tax return and reconcile past APTC immediately, and to attest on their application during OE to having filed and reconciled if they have done so.
  - Consumers who are not their household tax filer should contact their tax filer to ensure their APTC has been reconciled using IRS Form 8962.
- Consumers with a two-tax year FTR status who don't update their applications to attest to filing and reconciling their APTC and who get automatically re-enrolled in coverage for the new plan year will have their APTC removed effective January 1st of the new plan year.

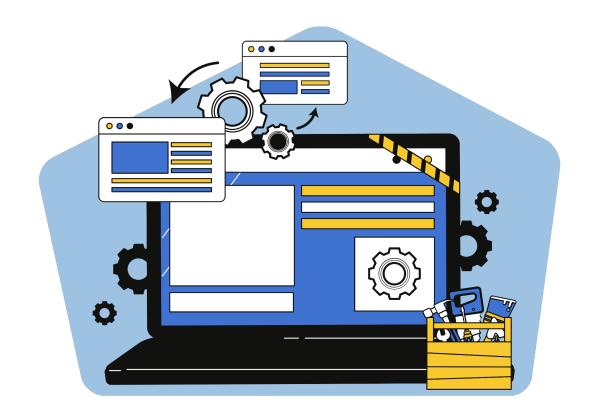
### Upcoming Changes to Failure to File and Reconcile Operations (continued)



- » Consumers are encouraged to file and reconcile immediately upon receiving notice that they have an FTR status.
- » Consumers who have either a one-tax year or two-tax year FTR status may contact you:
  - For help understanding the notices;
  - For information on how to file and reconcile their APTC;
    - You may direct them to the following IRS page: <a href="https://www.irs.gov/affordable-care-act/individuals-and-families/the-premium-tax-credit-the-basics">https://www.irs.gov/affordable-care-act/individuals-and-families/the-premium-tax-credit-the-basics</a>
  - For help choosing a new plan or re-enrolling in Marketplace with a qualifying Special Enrollment Period after filing and reconciling APTC; or
  - For help with filing an appeal if they believe their APTC was ended erroneously.

#### 2025 Open Enrollment Period HealthCare.gov Scheduled Maintenance Windows

- » Every year, CMS establishes scheduled maintenance windows for HealthCare.gov.
- » Like other IT systems, these scheduled maintenance windows are how we update and improve our systems to run optimally and are the normal course of business.
- » Consumer access to HealthCare.gov will be limited while systems are updated.
- » Maintenance will only occur when deemed necessary to provide consumers with a better shopping experience. The purpose in scheduling these times is to minimize any consumer disruption.
- » Similar to the last several years, in order to allow agents, brokers, assisters, and states to plan in advance of Open Enrollment, we are sharing the maximum potential windows of scheduled maintenance on HealthCare.gov for the upcoming Open Enrollment period.



#### 2025 Open Enrollment Period HealthCare.gov Scheduled Maintenance Windows (continued)

- » It is important to note that **these times are the maximum windows for scheduled maintenance activities** that require limiting or restricting consumer access to HealthCare.gov.
- » Consistent with past years, CMS anticipates the actual maintenance periods may be shorter.
- » As with all IT systems, there is a possibility that unscheduled work will be needed, in which case CMS will use existing channels to notify stakeholders.
- » Potential maximum scheduled HealthCare.gov maintenance windows for this upcoming Open Enrollment period are:
  - Friday, November 1, 2024 early morning to make final preparations ahead of the start of the Open Enrollment period.
  - Sundays, November 3, November 17, December 8, and December 22 midnight to 7 a.m.



NOTE: Classic DE and EDE partner websites will be impacted if maintenance occurs during the maintenance window. The Marketplace Call Center may be impacted, as well, depending on the maintenance being performed.

### **Proposed 2026 Payment Notice**



#### **Proposed 2026 Payment Notice**



- On Friday, October 4, 2024, CMS issued the proposed "Notice of Benefit and Payment Parameters" for the 2026 plan year (or proposed 2026 Payment Notice) that proposes standards for the Health Insurance Marketplaces, as well as for health insurance issuers, brokers, and agents who connect millions of consumers to ACA coverage.
- The rule proposes additional safeguards, beginning in 2025, to protect consumers from fraudulent changes to their health care coverage, as well as options to ensure the integrity of the Federally Facilitated Marketplace (FFM). Additionally, if finalized as proposed, the rule would make it easier for consumers to understand their costs and enroll in coverage through HealthCare.gov beginning in plan year 2026.
- » The rule includes several proposals that may impact agents and brokers.
- » The rule is expected to be published on the Federal Register for comments on Thursday, October 10. The comment deadline for the proposed Payment Notice is Tuesday, November 12, 2024.
- » Additionally, HHS has released the proposed Letter to Issuers for review and comment. Please note the earlier comment deadline for the HHS Proposed Letter to Issuers is Monday, November 4.

To view the proposed 2026 Payment Notice, visit the Federal Register here: <a href="https://www.federalregister.gov/public-inspection/2024-23103/patient-protection-and-affordable-care-act-notice-of-benefit-and-payment-parameters-for-2026-and">https://www.federalregister.gov/public-inspection/2024-23103/patient-protection-and-affordable-care-act-notice-of-benefit-and-payment-parameters-for-2026-and</a>.

A fact sheet is available here: <a href="https://www.cms.gov/newsroom/fact-sheets/hhs-notice-benefit-and-payment-parameters-2026-proposed-rule">https://www.cms.gov/newsroom/fact-sheets/hhs-notice-benefit-and-payment-parameters-2026-proposed-rule</a>.

To view the proposed Letter to Issuers, visit here: <a href="https://www.cms.gov/files/document/2026-draft-letter-issuers-federally-facilitated-exchanges.pdf">https://www.cms.gov/files/document/2026-draft-letter-issuers-federally-facilitated-exchanges.pdf</a>



Agents and brokers are valued partners to all of us at CMS for the vital role you play in enrolling consumers in qualified health coverage.

We thank you for the trusted advice, support, and assistance you provide throughout the year and wish you continued success throughout the year!

