



# AGENCY ACTION ALERT

## AGENCY ACTION ALERT FOR JULY 23, 2014

This week's Agency Action Alert covers the following topics:

- Geisinger and Highmark reach agreement on five-year contract
- November and December 2014 new business rates now available
- 2015 Annual Enrollment Period rollout meetings
- Members can quickly access forms through new Highmark blog post

Please share this information with your sub-agents by forwarding this email, posting this content to your internal website, or copying and pasting the text into another format.

### HIGHMARK UPDATE

#### **Geisinger and Highmark reach agreement on five-year contract**

Geisinger Health System and Highmark Inc. announced today an agreement on a five-year contract extension through 2019.

Under the new contract, Geisinger Medical Center in Danville and Geisinger Clinic physicians will remain network providers for Highmark's indemnity and managed care members, and will continue to participate in networks currently under contract.

"We pride ourselves on the relationships and partnerships we have built with providers. Working together with health systems like Geisinger will help to continue to drive value for our members as we partner to improve quality and affordability," said **Mike Fiaschetti**, president of Health Markets, Highmark Inc. "This agreement will enable us to maintain our long-standing relationship with Geisinger Health System and provide our members with continued access to Geisinger's excellent medical facilities and physicians. Their reputation for delivering outstanding care is nationally recognized."

"We are pleased to have brokered a new contract with Highmark that allows our patients with Highmark coverage to be able to continue to use their Geisinger doctors and hospitals," said David Friel, vice president, Third Party Contracting for Geisinger. "We have enjoyed a long-standing relationship with Highmark and look forward to working together on behalf of their members and our patients to ensure they are receiving Geisinger quality care."

### PORTAL UPDATE

#### **November and December 2014 small group new business rates now available**

Small group new business rates, including SHOP rates, for November and December 2014 effective dates are now available on the producer portal. Log in at [producer.highmark.com](http://producer.highmark.com).

## SENIOR MARKETS

### 2015 Annual Enrollment Period rollout meetings

Highmark Senior Markets will host three meetings in the Central Region to help producers prepare for the 2015 Annual Enrollment Period (AEP).

At each session, Highmark's Senior Markets Sales, Product and Marketing teams will review the 2015 Highmark Medicare Advantage individual plan information, along with the resources and tools available to help you grow your Highmark Senior Markets book of business. All producers interested in selling Medicare products are welcome to attend.

Please review the chart below for meeting dates and locations. **Space is limited**, so you must RSVP by calling the Highmark Senior Markets Broker Meeting Line at 1-888-914-7787 to guarantee a spot.

DATE	TIME	LOCATION	RSVP
Friday, Aug. 15	10 a.m.- Noon	<b>Sheraton Harrisburg/Hershey</b> 4650 Lindle Rd. Harrisburg, PA 17111	RSVP by <b>Wednesday, Aug. 6</b> by calling <b>1-888-914-7787</b> , reference meeting <b>#702</b>
Tuesday, Aug. 19	2-4 p.m.	<b>Best Western Lehigh Valley</b> 300 Gateway Drive Bethlehem, PA 18017	RSVP by <b>Monday, Aug. 11</b> by calling <b>1-888-914-7787</b> , reference meeting <b>#706</b>
Thursday, Sept. 4	10 a.m.- Noon	<b>Penn Stater</b> 215 Innovation Blvd. State College, PA 16803	RSVP by <b>Wednesday, Aug. 20</b> by calling <b>1-888-914-7787</b> , reference meeting <b>#707</b>

## MEMBER UPDATE

### Members can quickly access forms through new Highmark blog post

Members can quickly and easily access commonly used forms through this [recent Highmark blog post](#).

The Highmark blog, found at [blog.highmark.com](http://blog.highmark.com), discusses many important topics for members, from community events to wellness tips to clearing up confusing health-insurance concepts. Encourage your clients to [take a look today](#).



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