

DORAN INSURANCE INSIGHTS

As I read over my past newsletters to you the theme seems to be the same, get ready for **CHANGE**. The 2017-2018 year in the insurance industry will be no different. Tax Credit Subsidies are a moving target which we, accountants and perhaps, you are still trying to understand.



There have been changes in 2017 with small businesses and how they handle group vs individual insurance with their employees. We encourage any small business owner to meet with their accountant sooner than later. Please discuss issues related to employee health insurance plans to avoid substantial fines if you are not compliant with the Affordable Care Act.

With all this said, I have never felt better about my staff and consultants and how important our work is on your behalf. Rest assured we are here for you and will continue to be up to date on all the **CHANGES**.

We look forward to seeing you at your next benefit review meeting.

-Paul Doran

How can we help your Non-Profit?

While staying ahead of the a moment each day to pause little better than we found it



to start our day. Here are just a few ways we have tried to make a difference either by lending a helping hand or answering the call every time something is needed. We have started collecting used cell phones here in the office for Starting Point. We continue our support of End 68Hrs of Hunger and lend a hand to the Kingswood Athletic Boosters. Either through volunteer efforts, community organizing or straight up donations, we feel we're making a difference.

changing insurance world, we take and try to make our community a that morning when we left home

Some of you may have been in on a Friday and noticed that many of us are wearing jeans. That is part of our ["Jeans Friday for Local Charities"](#). Some of the Charities that have benefited from our "Jeans Friday" include Wolfeboro Food Pantry, James Foley Foundation, Friends of Scouting-Daniel Webster Council, and the Stacey Burns Fund.

We would like to help more programs make our community better. Please let us know if we can help make that possible for your favorite cause. Please visit our website www.doranindependentinsurance.com and send us an email or stop in with your information.

-Amanda Rydlewski

New Hires

In December 2016, we welcomed two new members to the Doran Independent Insurance family. Our team continues to strengthen our service to our clients through the skills and talents of Jessica and Rhonda.

The NEW People

Hey! What you lookin' at? Aint you never seen The New People before?



Jessica Lapar is an alumna of Kingswood Regional High School and a 2016 graduate of Saint Michael's College (Colchester VT- BA in Business Administration). Having been a part of a national health organization in high school, and working in customer service for over 10 years, Jessica found a niche for health and business. Being passionate about these two topics, she decided to combine them both and start a challenging, but exciting new career in health insurance. Most often you will find Jessica at our Center Street office.

Rhonda Alden throughout 30 years in the workforce, has always had a focus on providing excellent and personalized service to the client and thrives in a team environment. Following various careers in retail banking, human resources, real estate sales support, independent sales and retail service, Rhonda brings her attention to detail and love of providing quality client service to the insurance field. Rhonda is primarily located at our Varney Road office.

-Rhonda Alden

AFLAC:

They've got you under their wing

In today's health insurance market, many people have health insurance plans with high deductibles and the hope that their gamble will pay off by not needing to use that deductible. What if you do though? Will you have the funds to pay for those medical expenses?



Everyone seems to be familiar with AFLAC and the infamous 'Duck' but how do these plans really work? AFLAC offers several different plan types that will cover expenses related to Cancer, Accident, Disability or other specified serious illnesses. Most often a person can purchase these plans through their workplace but many of the plans may be purchased as an individual also.

While your health insurance plan will certainly cover you for cancer, accident or illnesses, the Aflac plans can help to take the pain out the high deductible of your health plan. AFLAC pays out their benefit regardless of what you have for health insurance. It is usually a specified amount based on the medical service needed. The best part though is that AFLAC pays it out to you directly so you may use those funds in any way you choose. Certainly, paying for those expenses subject to your health plan deductible is the first thought but if you have already met your deductible or maybe yours isn't that high, the funds you receive from AFLAC can be used to pay for other things like loss of income, taking the dog to the kennel or a babysitter.

Another nice feature is that the rate never changes! When you purchase an AFLAC plan the premium you pay stays the same for the life of the policy. The plans are portable as well so if it were purchased through an employer, you can keep it after you leave that job.

Please call us for more information about how AFLAC may complete your health insurance program.

-Dianne Chase

Amanda to the rescue!

In our desire to help you save time, money and hassle we now have a dedicated claims specialist. Our specialist works directly with you on handling any claims you may have with doctor's office, hospitals or other medical facilities. Amanda joined our team in 2016 and brought with her some extensive knowledge of the medical world and its workings.

We are ready to help care for your needs before, during and after the enrollment process.



-Amanda Rydlewski

Did you know: Life Insurance costs less than your everyday coffee

As we all know Life Insurance is as important to us as health, auto, and home insurance; they simply protect us. Most people forget about Life Insurance thinking it is probably too expensive or they believe health insurance will do the trick. Doran Independent Insurance wants to help prove these myths wrong and have started the FOR YOUR FAMILY™ Campaign.



This Campaign is a 5-month subscription that gives you the opportunity to learn a little bit more about life insurance. We decided to make this simple and fun so each month the letter will be sent either by postal mail or email. When you receive these letters, it will include a brief article, a tool that will help your family with big decisions and a link to an interactive video.

We hope that after 5 months this Campaign will help educate you on why Life Insurance is so important.

If you wish to subscribe to this Campaign please give us a call.

-Jessica Lapar

We have fun too!

At DII, we had our 1st Annual – “Client Appreciation Day” – it was a success! We offered a Shredding Truck from 10 am- to 1 pm, with BBQ burgers and hot dogs. One of our lucky clients won the Charcoal Grill that was raffled off! We are thankful for the great responses and comments we received and will hold this event again next year.

As this year has brought many firsts to us we were also excited to mention that we joined the Dow Realty Group in their first 1K Endurance Fun Run.



We love to sponsor our Community. You will also see our banners and advertisements at various locations, like Kingswood Golf Course, The Nick, and The Nickfest Events. We also love to support the Kingswood Boosters, Wolfeboro Garden Club, NH Boat Museum just to name a few. Keep your eyes open and see what else you might find.

-Cindy Lobdell

Let's Get Together

Meet with your agent for your annual benefit review

Call today to schedule

Part D Prescription Drug Open Enrollment – 10/15 to 12/7

We will be sending you mail that will require your attention

Under age 65 Open Enrollment – 11/1 to 12/15 (shortened time period)

We will be calling you to schedule a time to meet

-Nancy Papp

THIS IS IMPORTANT!

If you are a small employer or your employer is helping with your health insurance costs.....

QSEHRA – The 21st Century Cures Act was enacted on December 13, 2016. This legislation allows the small employer to help their employees with their health care premiums and expenses. Here is a brief overview of the details:

- *Small Employers only*
- *Small employer cannot offer a group health plan*
- *Reimbursement arrangement is funded by employer 100%. No employee salary reduction may be applied*
- *The amount that the employer may reimburse can be no more than \$4,950 for a single person or \$10,000 for a family*
- *The arrangement is provided to all employees under the same terms*
- *Employee must provide evidence of qualified medical expenses or premiums due to receive reimbursement from employer*
- *Reimbursed amounts are non-taxable to employees*
- *If employees are entitled to a tax credit from a healthcare exchange, this arrangement may reduce or eliminate that tax credit!*

*If you are a small employer and are not using the **Qualified Small Employer Health Reimbursement Arrangement** (QSEHRA) but do have an employer healthcare payment plan in place to help your employees, you may be subject to significant penalties of up to \$100 per day per employee. Consequently, such an arrangement fails to satisfy the Affordable Care Act reforms. Please consult your tax advisor for more information as it pertains to your business.*

Give us a call or stop in!

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