**Renewing Blue Cross Blue Shield of NC (BCBSNC)** Grandfathered customers:

Grandfathered plans are plans that customers originally purchased on or before March 23, 2010. They are exempt from many requirements of the Affordable Care Act.

BCBSNC’s Grandfathered customers have had to absorb quite a few increases since the inception of the Affordable Care Act. I am pleased to inform you however that our grandfathered clients are the biggest winners when it comes to 2017 premium adjustments in NC. “Under rates approved by the (NC) DOI, **the average rate for our grandfathered plan customers will not change**, *although some customers may see an increase*. While medical costs remain a concern for grandfathered plan customers, we were able to hold the line because of “active life reserves.” These reserves are a portion of premiums set aside in the early years of a policy to account for future claims and to keep rates as stable as possible.”

Just to give you a comparison, Non-Grandfathered Transitional customers with BCBSNC are going to see a rate increase of 11.9% on average on their total premiums for 2017, compared to this year’s rates. ACA non-subsidized customers are seeing their rates (which are already double the price of the average grandfathered rate) increase 24.3% on average.

If you are currently covered with WIA on a Grandfathered plan and you do not anticipate a change in your projected Modified Adjusted Gross Income (MAGI) or a change in your household size for 2017 that would enable you to potentially become subsidy eligible for 2017 then you do not have to do anything at all during this renewal season if you receive no increase or if you are able to absorb any premium increase that you may receive in your official BCBSNC renewal notice.

**\*If you are not going to be subsidy eligible for 2017, then more than likely you will save a ton of money by staying on your grandfathered plan and not making a plan change.** Any plan change that you can make will be moving you into an ACA compliant plan, which again was already nearly double the average price of grandfathered plans in 2016, before the 24.3% average increase that ACA plans are now receiving for 2017. If you believe that you might become subsidy eligible for 2017, or if you happen to be one of the Grandfathered folks in the minority who ends up with an increase that you are not able to absorb then please contact us at 336-249-6344 to schedule an appointment to speak with an agent who can assist you in reviewing any lesser expensive options that may be available to you for next year. *(See “Helpful Resources” under the ACA link on our website to investigate whether you might be able to become subsidy eligible for 2017)*

Please keep us in mind if you ever need us to shop for you for any of your other insurance needs beyond health insurance. We’ve been able to save many of our health insurance client’s money on their other types of insurance over the years, which has helped them absorb their health insurance increases.

Also, check out our brand new Referral Reward program under the AEP link to see how we will reward you for any folks that you are able to refer our way that we are able to place business with.

Thanks again for allowing us to assist you with your insurance needs as you have for quite a few years now. We look forward to continuing our long term relationship with you and assisting you in every way possible!