



**D-SNP Health Risk
Assessment
Quick Start
Completion Guide**

D-SNP Health Risk Assessment

Who is eligible?

All agents and brokers certified to sell Blue, Amerigroup, and HealthyBlue D-SNP products. Eligibility includes Personal Producing Agents as well as those associated with an FMO and/or MGA.

What's New For 2021?

Beginning with 11/1/2021 D-SNP policy effective dates:

- The incentive payment for HRA completion is \$100. An increase from \$50 paid previously.
- The HRA has been shortened so it takes even less time to complete.
- You now have seven calendar days from the point of sale to get the HRA completed and submitted.

D-SNP Health Risk Assessment (HRA) Completion Guide

Beginning with 11/01/2021 effective dates, you can be **reimbursed \$100 for your time and effort** for every Health Risk Assessment (HRA) you complete for new members, when they enroll in a new D-SNP plan. **This is an increase of \$50.**

Preferred Method:

Complete a new D-SNP enrollment application on mProducer.

Alternative Method:

Complete a fillable PDF of the HRA and send it via a secure email to EMOsalesinitiatedhra@ant-hem.com

Explain to the member how the HRA helps them get the best care possible. It only takes a few minutes to complete.

Submit the completed HRA preferably at the point of sale and submit it electronically with the application.

Or complete the fillable PDF and submit the HRA via email

What is a Health Risk Assessment (HRA)?

An HRA is a standard list of questions used to identify the current care a member is receiving as well as any medical conditions for which they are receiving care.

Health Risk Assessment:

Encouraged by CMS as a way to identify and close the gaps in care and quality.

Information contained in the HRA helps us improve access to care and affordability.

Members are more likely to receive the care they need in the right setting for both preventive and chronic medical conditions.

The HRA is one of the tools used by CMS to calculate STAR ratings that provide a measure of quality and performance.

Plans are required to report the number of HRAs completed to CMS.

How To Submit a Health Risk Assessment (HRA)

- After a qualifying D-SNP application is electronically submitted via mProducer, you will receive a “pop-up” link you can click to complete the HRA.
- Complete the HRA **at the point of sale** and submit it **electronically** along with the application (**PREFERRED METHOD**)
- **OR** complete a fillable PDF of the HRA, available from your Regional Sales Manager, and send it via a secure email to EMOsalesinitiatedhra@anthem.com. The email must include the following on the subject line: Secure _Broker Sales Initiated HRA, Content: Completed PDF
- Eligible policies include new D-SNP Medicare Advantage policies with November 2021 and beyond effective dates.
- You must be certified to sell Medicare Advantage plans.

How Does Health Risk Assessment Compensation Work?

- HRA payments will be processed and included in commission statements, once the new D-SNP application is approved and the new member is active.
- Payment of \$100 per HRA will typically be made within 60 days of the policy effective date for all completed, eligible HRAs.
- Paid to the writing agent identified on the enrollment application.
- Payment calculation will occur on the first day of each month.
- You will find the HRA payment amount on your commission statement.
- If you are associated with an FMO or MGA, you will need to contact your agency for details about how and when reimbursement will be made to you.

Questions or need help getting started?

Contact Your Regional Sales Manager



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