

## The Value of the Free Market to Self-Funded Employers

The free market movement in healthcare is **vital** to fixing the problems with our country's current healthcare delivery system. The **Free Market Medical Association** was founded based on three pillars: Price, Value, and Equality. *These pillars are essential to the long term success of self-funded health plans.*

Healthcare transparency provides you and your employees with the information and the incentive to choose healthcare providers based on value. Value is not just about price; but rather price and quality. Your employees are inundated with media, advertising, and hype that incorrectly informs them that valuable healthcare has to be expensive; the highest quality will cost more. However, the quality of healthcare is not related to the price in the way consumers are taught to shop for other goods and services. Better quality care is almost always a LOWER price. *High quality and low complication rates combined with efficiency enables these providers to charge far less than a low value choice.*

### **Why is the Free Market important to you?**

*For a self-funded employer, being part of the free market movement is very important to the long term success of your Plan.*

- Competition in healthcare delivery is the key to sustaining **affordable, quality benefits** for your employees.
- As a **fiduciary of your Plan**, it is important for **you** to be part of the free market movement. Transparency in healthcare is **crucial** to fulfilling the fiduciary responsibility of being self-funded and using health Plan dollars to only pay for *reasonable* costs.
  - Complying with the fiduciary responsibilities outlined in ERISA is becoming a hot topic for the DOL. Self-funded employers must pay special attention to how Plan assets are being spent to avoid costly fines.
- The FMMA connects you with free market physicians and facilities who have embraced bundled, cash based pricing and understand that your Plan's success is an essential part of keeping the local community strong.
- The FMMA helps you find TPAs, brokers/consultants, and other vendor services who believe transparency is important to your Plan and understand that transparency is important in their business as well.
  - Finding the right "facilitators" or "vendors" can greatly impact your Plan. The FMMA educates employers on how to find vendors that can have a good impact.
  - For example, what value do your current vendors provide? In what way, and how much, do they get paid? Do they make more money when your Plan has a bad year? Have they embraced the free market and advise you to use your Plan assets in the most prudent way? Do they understand that network/PPO discounts have no real world value? These questions are important and circle back to fiduciary responsibility.

### **2016 FMMA Annual Conference**

The 2016 Annual Conference - **U.S. Healthcare: The Free Market Force Awakens** should be on your calendar as a "Do Not Miss" event. There is an employer track of break-out sessions specifically geared toward your needs.

### **Why should you attend the Conference on August 18-20**

- Free Market **medical providers NEED to see and hear directly from YOU** that bundled, transparent pricing is important to you and the success of your benefits plan.
- Stop loss underwriter Mike Remeika will speak about the importance of the free market in containing costs for your self-funded Plan.
- Attend the employer track breakout sessions – tailored just for you!

- Network with other self-funded employers and learn new strategies for lowering costs while maintaining valuable benefits!
- The Phia Group, a law firm specializing in Plan Documents, will be presenting.
- Engaging speaker and economist Jeff Deist of the Mises Institute is the Keynote Speaker.

**Event Details:**

**Where:** Skirvin Hotel, Oklahoma City  
**When:** August 18 – August 20, 2016  
**Registration:** Register at [www.fmma.org](http://www.fmma.org)  
**Schedule:** [www.fmma.org/2016-schedule](http://www.fmma.org/2016-schedule)

**The FMMA cannot change the broken healthcare system alone. We need your support and assistance to help you have a successful Plan and offer your employees VALUABLE healthcare choices.**

**Do you have questions about the FMMA or the Annual Conference? Please call 1-866-901-FMMA or email [support@fmma.org](mailto:support@fmma.org).**