

Finance, Management & Operations

To Move or Not to Move

Moderator:

Jodi Anatole, Consultant

Panelists:

Peter Goldstein, CEO LTCG

Mike Heard, Senior Vice President CNO Financial Group

Peter Lucas, CEO TriPlus Services



16th Annual Intercompany Long Term Care Insurance Conference

Why Do Carriers Utilize a TPA?



“By outsourcing certain aspects of “doing business,” the company can focus on its primary purpose, whatever that may be.”



- Overview of Session
- Panelists Introductions
- Moderator Questions
 - Outsourcing Decision Process
 - What Capabilities Does a TPA Need?
 - TPA Selection Process
 - Cost Considerations
 - Carrier/TPA Relationship- vendor or partner
 - Compliance Issues
 - Risk Management Issues
 - TPA Flexibility
- Audience Question