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# BLUEPRINT®

An Information Source for Our Labor Market Customers

May/June 2006 Visit our Web sites at [www.bcbsm.com](http://www.bcbsm.com) or [www.MiBCN.com](http://www.MiBCN.com) Volume 9, Number 3

## Stay up to date on health care trends with labor leader seminars

We cordially invite you to attend one of a series of statewide educational seminars designed to keep you informed of the various health care trends, new products and financial arrangements that you may find useful when entering into negotiations for your customer.

The seminars will be held in the morning with registration beginning at 8 a.m. and wrapping up with lunch, which begins at noon. The dates and locations are as follows:

|              |   |
|--------------|---|
| August 14    | Royal Scott Golf Course<br>4722 W. Grand River Ave.<br>Lansing, MI 48917                            |
| September 12 | Hilton Detroit – Troy (formerly Northfield Hilton)<br>5500 Crooks Road<br>Troy, MI 48098            |
| September 28 | Holiday Inn Marquette<br>1951 U.S. 41 West<br>Marquette, MI 49855                                   |
| October 17   | VisTaTech Center (on the campus of Schoolcraft College)<br>18600 Haggerty Road<br>Livonia, MI 48152 |

A seminar is also planned for West Michigan, but the date and location have not been determined.

We will be covering the following agenda items:

- Health care finance
- Consumer-directed health care
- Review of current and upcoming products
- During lunch, staff from our regional sales offices will give brief regional updates and be available to meet those in attendance.

**Agenda note:** The Lansing and Marquette seminars will cover all three agenda items. The Troy seminar will focus on health care finance along with the product review, and the Livonia seminar will focus on consumer-Directed health care, along with the product review.

Early registration is important because space is limited to between 25 and 30 participants. We've sent a "Hold the date" postcard for the August 14 session and will be sending postcards for the other dates as well. Following the postcards, we will be sending invitations for you use to register.

For more information regarding these upcoming seminars, please contact Sara McGillis, department secretary, Market Relations/Labor liaison. She can be reached at 517-322-4274 or 800-292-2127.

## New dental and vision plans coming this fall

This fall we are rolling out new dental and vision plans for our underwritten groups size 2-99 that are sure to satisfy a marketplace hungry for affordable and easy-to-administer dental/vision benefits.

Available beginning Oct. 1, 2006, Blue Dental Choice<sup>SM</sup> plans 2 and 3 and Blue Vision Choice<sup>SM</sup> are a pair of ancillary products that, along with their employers' Blues medical plan, give subscribers access to inexpensive choices enabling them to retain their dental and vision coverage.

Here are just a few of the highlights of Blue Dental Choice:

- Blue Dental Choice is priced to be competitive with other carriers.
- For Blue Dental Choice Plan 2, Class I services are covered at 100 percent, Class II services are covered at 75 percent and Class III services are covered at 50 percent.
- There is no waiting period for Class I and Class II services. Class III services have a waiting period of 12 months, but it can be waived with proof of prior dental coverage.
- Blue Dental Choice Plan 3 adds orthodontic services with a 12-month waiting period and a \$1,000 per member lifetime maximum.
- The plan's annual deductible is \$50/100 single/family per year for Class II and III services. The annual maximum is \$1,000 per member per year.
- Crowns are moved to Class III.

Some of the highlights of Blue Vision Choice include:

- Blue Vision Choice is priced to be competitive with other carriers.
- The plan is structured as a 12-12-24 (exam/lenses/frames) plan.
- Blue Vision Choice has a \$10 copay for exams and a \$25 combined lenses/frame copay.

If you have any questions or need more information on these exciting new plans, your Market Relations representative will be glad to help you.