# OCI-DHS Health Care Coverage Partnership Promotions and Marketing Workgroup

September 2023

### Agenda –

- The Why Behind The Work
- Meet The Agencies
- Our Goals and What We've Learned
- Achievements To Date
- Our Approach and Creative Examples
- How You Get Involved



## OCI DHS Health Care Coverage Partnership History

Launched by Governor Tony Evers in 2019 to foster coordination around outreach and education, increase enrollment and health insurance literacy, and improve enrollment retention

Four workgroups:

- Promotions and Marketing
- Outreach, Education, and Enrollment Networks
- Data
- Workforce and Capacity

Governor Tony Evers O June 3, 2019 · @

Today we're announcing a new partnership between Wisconsin Department of Health Services and the Wisconsin Office of the Commissioner of Insurance focused on making health coverage more affordable and more accessible to more Wisconsinites. Working with community partners who are already working hard to expand coverage, this partnership will focus on outreach and enrollment efforts and promoting programs that help working families gain access to care. In 2017, there were approximately 230,000 uninsured Wisconsinites between the ages of 19 and 64. By expanding Medicaid and helping folks transition from Medicaid to Marketplace insurance, we will help more people and strengthen our healthcare industry.





### Who We Are

 Stakeholders (public, private, and non-profit) that collaborate with the Wisconsin Office of the Commissioner of Insurance (OCI) and the Wisconsin Department of Health Services (DHS) to create health insurance messaging for statewide promotion of Open Enrollment on <u>HealthCare.gov</u> and Medicaid throughout the year.

• We also bring updates to the quarterly Partnership Forum on the group's accomplishments.



### **Agency Introductions**





**Claudine N. McCarthy** Director of Communications Division of Medicaid Services

#### Wisconsin Department of Health Services (DHS)

- The Division of Medicaid Services (DMS) provides access to health care, long-term care, and nutritional assistance to more than one million Wisconsinites.
- Mission: Protecting and promoting the health and safety of the people of Wisconsin.



### **Agency Introductions**





Kelsey McDermott Advanced Communications Specialist

#### **Office of the Commissioner of Insurance (OCI)**

- Created by the legislature in 1870
- Mission: Protect and educate Wisconsin consumers by maintaining and promoting a strong insurance industry.





#### **Covering Wisconsin (CWI)**



Stephanie Severs Insurance Literacy & Communications Manager

- Wisconsin's Health Insurance Navigator agency
- Program of the University of Wisconsin-Madison Division of Extension.
- Connect residents with health insurance and other programs that support health.

Our work is supported by the Centers for Medicare and Medicaid Services (CMS) of the U.S. Department of Health and Human Services (HHS) as part of a financial assistance award totaling \$3,131,871 with 52% funded by CMS/HHS and \$99,000 amount and 2% funded by non-government source(s). The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by CMS/HHS, or the U.S. Government."







Connecting Milwaukee to Health Care Coverage



**Alison True** Organizational Advancement Director

#### The Milwaukee Enrollment Network (MKEN)

is a consortium of nearly 100 organizations supporting the enrollment, and re-enrollment of eligible individuals in public or private insurance with a focus on low-income, vulnerable populations. It is co-convened by the Milwaukee Health Care Partnership (MHCP) and Covering Wisconsin.

Funders include: Milwaukee City and County health agencies, health insurance issuers, Covering Wisconsin, and Milwaukee's four health systems



### **Agency Introductions**





**Emani Taylor** Organizational Advancement Director

**INPOWER** is a mission-drive solutions studio specializing in strategy, technology, and marketing for social good. We partner with grassroot organizations, public health agencies, nonprofits and government entities to empower communities to live healthier lives.



# **Agency Introductions**





**Patricia Sarvela** Chief Development Officer

#### Partnership Community Health Center (PCHC)

• Since 2013, PCHC has employed embedded multicultural enrollment specialists and integrated strategies for "coverage to care" as an organizational approach for patient engagement

• Partnership leads the local and regional grassroots and community efforts to increase access to primary medical, dental and integrated behavioral health care and enrollment services for over 16,000 individuals.



## What We Accomplished Together

- Built a microsite <u>WisCovered.com</u>
- Most statewide promotions direct people to WisCovered
  - Over 237,000 page views since launch!
- Campaigns: 3 Open Enrollments, 3 Special Enrollment Periods (SEP) campaigns, 1 Unwinding/SEP (*in progress*)
- Impressions/views July 1, 2022-June 30, 2023: Over 65 million
- Outreach toolkits 7/1/22-6/30/23: **43,042 page visits**
- Readiness for nimble response such as Unwinding, Special Enrollment Periods, Covid policies
- Identifying priority populations where messaging and outreach is needed



### **How We Got There**

- Establishing clear shared goals
- Regular meetings (bimonthly)
- Bringing content to the group and community for feedback
- Freely sharing ideas, collateral, staff time and funds
- Committing to using messaging ideas generated in the group to be consistent (differing versions to respect culture and community)
- Being able to accept that path to the end goal may involve giving away some collateral and recognition (not always a popular concept)
- Using data to inform our plans (e.g., Market study)



## Wisconsin Market Study Findings (slide 1 of 2)

- Estimated statewide uninsured rate was 5.5% in 2020
- People more likely to be uninsured: lower income, persons of color, and Hispanic/Latinos of any race
- ACA-compliant individual market grew 8% from 2018 to 2021
- 212,209 Wisconsin consumers selected plans via <u>HealthCare.gov</u> during Open Enrollment 2022 - 88% qualified for premium subsidies





## Wisconsin Market Study Findings (slide 2 of 2)

- Over half of uninsured adult respondents report knowing "a little or nothing at all" about <u>HealthCare.gov</u> coverage options and financial assistance
- Demand for and use of navigators increased substantially in 2021; CWI doubled the monthly count of consumers helped from 2021 to 2022
- State and national surveys confirm the need for more outreach efforts to address consumer knowledge of coverage options, subsidies, cost-sharing, deductibles, etc.

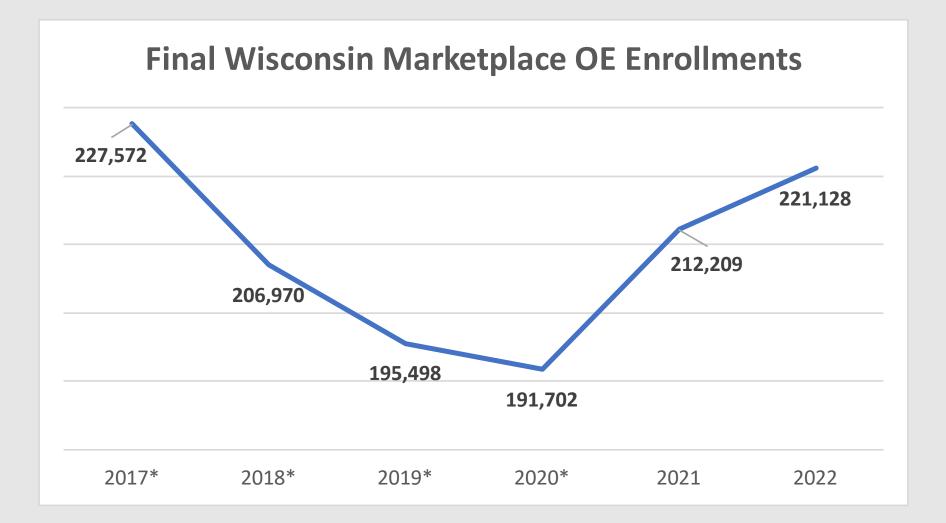


### What We Learned

- We can accomplish so much by working together
  - Better coordinated statewide marketing coverage
  - Targeted messaging in each community that speaks to the residents
  - Dollars are spread farther
- We can successfully solicit funds from corporate organizations when they see our success
- Conceptualizing, creating, and running huge campaigns is easier when we share the work
- We are inspiring each other



### **Potential Impact**





### **Unexpected Positive Results**

- Wider network of professionals to bounce ideas off and learn from
- Inspiration for new ideas (Hey! That's cool, let's do something like that!)
- Support and feedback
- Stronger relationships
- Messaging from individual partners becomes more succinct
- Greater respect for each agency's role



### **Poll Question # 1**

What media channel do you think is the most important for marketing to the specific audience you would like to reach?

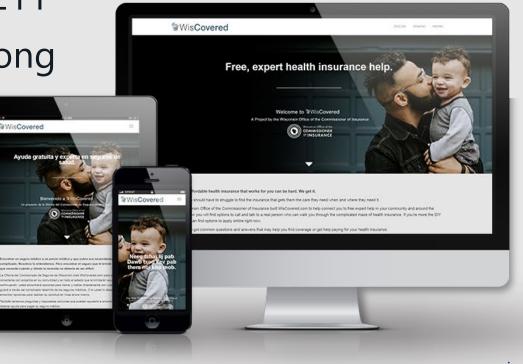
- a. Newspapers
- b. Cable TV
- c. Streaming TV
- d. Social media
- e. Paid Google ads
- f. Radio
- g. Bus placards
- h. Billboards



# **Creative That Works**

### WisCovered.com - Overview

- Launched on June 23, 2020
- Connects folks needing health insurance with experts at Covering Wisconsin, the Medigap Helpline, and United Way's 211
- Available in English, Spanish, and Hmong
- Mobile-first design
  - Works best on smartphones for Wisconsinites who may not have access to a computer or internet at home





### **Television Creative**

Lead Agency: Covering Wisconsin / Collaborators: Promotions workgroup / Engagement : WisCovered

#### **Approach and Impact**

- **Messaging**: Open enrollment PSA, "Need Help Paying for Health Care?"
- **Distribution**: Statewide, 36 local TV stations
- CTA: Visit WisCovered or Call 2-1-1
- **Dates:** 11/8/22-1/15/23
- Additional Funding Support: Common Ground, Anthem, UW Health, OCI



7.5 Million+ Impressions





## **Radio Campaigns**

#### **Medicaid Renewal**

- Audience & Tone: Ages 18-45; educational, positive, relatable
- Music Interests: Pop, Trending, Urban
- Distribution: Statewide
- Broadcast: Pandora
- Call-to-action: MyACCESS and CoveringWI
- Dates: July August 2023
- Impressions: Approx. 57,000



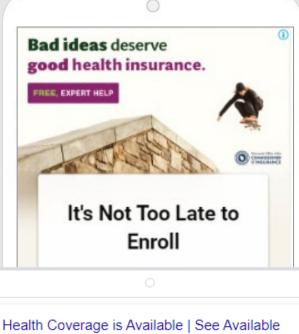
#### **Open Enrollment**

- Campaign: PSA for Open Enrollment, WBA
- Distribution: Statewide
- Broadcast: 162 radio stations (FM and AM)
- Tone: Reassuring, Confident
- Call-to-action: WisCovered or 211
- Dates: 11/8/22-1/15/23
- Impressions: 11,834,400 (Neilson data 2017)



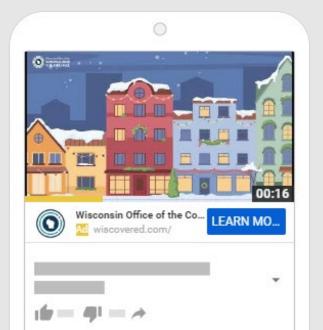
## Paid Google Campaign Example OCI

• OCI: 7,284,693 impressions on Google Ads (includes YouTube)



Health Coverage is Available | See Available Coverage in WI | See Available Health Coverage Ad www.wiscovered.com

Don't miss out on guaranteed health coverage! Find out more at WisCovered.com. Speak with an expert



#### **Google Keywords**

{health insurance} {health coverage} {health plan} {health care} {best way to find affordable health insurance} {health insurance hacks} {healthcare should be free} {healthcare marketplace} +Obamacare+coverage Enroll+in+Obamacare "qualify for health insurance" "eligible for health insurance" "best health insurance" "cheap health insurance" "affordable health insurance" "affordable health coverage" "affordable medical coverage" "affordable healthcare plans" "free health insurance" "health insurance without a job" "health insurance without waiting period" "health insurance as a student" "health insurance as a freelancer" "health insurance as a contractor"



## **Paid Google Campaign Creatives**



#### **Approach and Impact**

- **Distribution**: Statewide
- Target Audience: Ages 18-64, healthcare, insurance, news, health plan and medical
- Dates: April 2023 June 2023
- Call-to-Action: Download MyACCESS app/ CWI website

35.000 +Women. Ages 55-64 Impressions Creative: Covering Wisconsin / Ad Placement: INPOWER / **Client Engagement : DHS and Covering Wisconsin** 

#### **Approach and Impact**

- **Target Audience**: Ages 18-55, interest in home & gardening, media & entertainment, health insurance, retirement, travel
- **Distribution**: Statewide
- **Dates:** June 2023 August 2023
- Call-To-Action: WisCovered.com



free local help to renew, apply coverage, or find financial help

covering

Wisconsin



insurance?

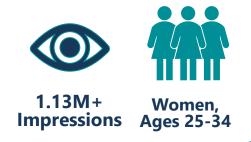
**(**) (877) 942-6837

### Paid Google Campaign Creatives

Lead Agency: MKEN / Contracted Agency : INPOWER / Client Engagement : Covering Wisconsin via HealthyMKE

#### **Approach and Impact**

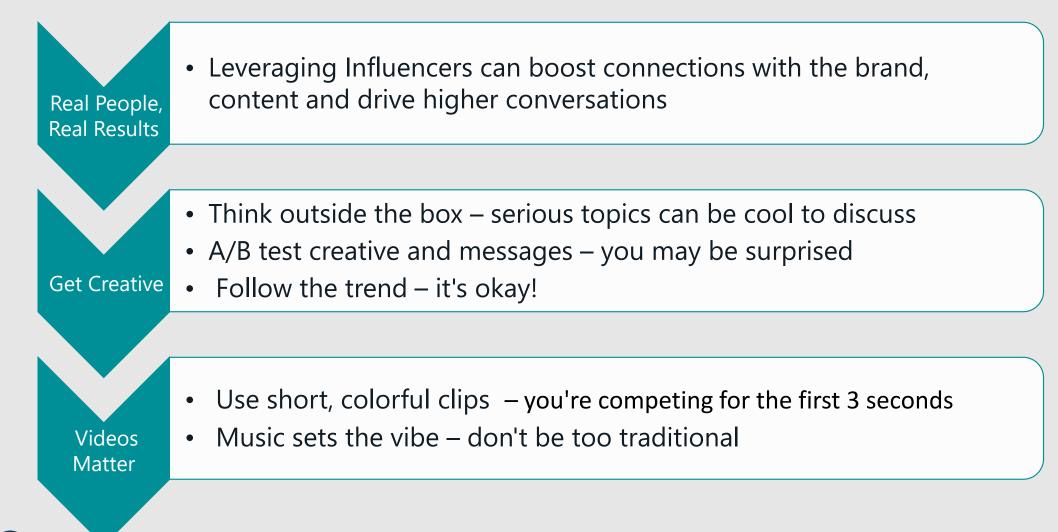
- Creative Inspiration: Dynamic, Abstract, Colorful
- Messaging: Playful yet Direct
- Distribution: Milwaukee, Wisconsin
- Target Audience: Ages 18-55 with interest in healthcare, insurance/ medical insurance, news, health plan
- **Duration**: November 2022 January 2023
- Call-To-Action: HealthyMKE.com







## **Social Media Campaign Considerations**





### Social Media Campaign Content

Lead agency: MKEN / Contracted agency: INPOWER / Client Engagement : Covering Wisconsin via HealthyMKE

#### Let's Talk About...

- Our Creative Inspiration
- Illustrations and Music Dominated
- Creative Message
   Integrations
- Partner Sharing
- Over 1 Million Impressions Created from Nov. 22 to Jan. 23









## **Social Media Campaign**

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Creative: CWI and INPOWER / Advertiser: INPOWER CWI Client Engagement : Covering Wisconsin and Wiscovered

#### People who shared this



Lieutenant Governor Mandela Barnes <br/>
November 1, 2022 · <br/>

Covering Wisconsin - CWI Published by Michael Moriarty ② · November 1, 2022 · ③

Healthcare.gov is open! Get enrolled today! Call 2-1-1 to find free, expert help near you or visit WisCovered.com to learn more. #GetCovered #Wisconsin #selfcare



#### Need help paying for health care?



We can help you find free or low-cost options

#### Numbers Static post:

 36K Impressions on Facebook and Twitter

#### Videos:

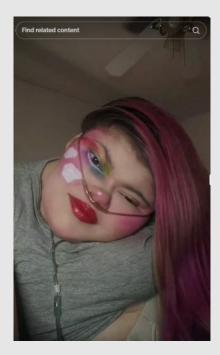
 10+ videos had over 2M impressions on YouTube and Facebook







### **The Power of Influencers**

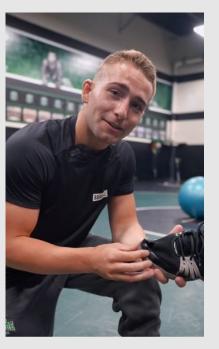




We're helping get you connected to free resources to get a health January 15th - don't wait to get a plan! It could be more affordable than you think!



Get a Health Insurance Plan Sign up before January 15th







Tu salud es riqueza. Conéctese con expertos que pueden ayudarlo a encontrar planes asequibles y de calidad sin cargo. \_\_See more



#### Combined Impact

Platforms: Tik Tok, Facebook, Meta
1.5M+ Followers

•3M+ Impressions •800K+ Views

•**42K+** Link Clicks (23K from Tik Tok)



### **Bus Placards and Billboards**

Creative and Advertiser: OCI / Engagement: 211 and Wiscovered

#### Messaging Approach

Echoes messages seen elsewhere

#### • Impact

- 3,436,753 impressions via Billboards
- 1,780,000 impressions via Bus Ads







### Bus Placards and Billboards

#### **Billboards:**

- 6.5 million impressions
- **25 Billboards** in Northwest, Central, and Western Wisconsin

Lead Agency: CWI / Creative: MKEN and CWI/ Client Engagement : 2-1-1 Helpline or HealthyMKE.com





#### **Bus Placards:**

- Over 15 Million impressions across Madison, Milwaukee and La Crosse
- 28 Bus Placards

## **Rural Newspapers**

- **159** Rural newspaper ads placed in Northern, Western, & central Wisconsin
- Circulation of 24 paper distributors
- 243,609 Total readers





YOU DON'T NEED A TRAIL CAM TO BAG TROPHY HEALTH INSURANCE

**GET FREE, LOCAL HELP** 

CALL KIRK MOORE

608-234-0211 covering Wisconsin Your Health is Wealth



To find free, local help:

**Northern Wisconsin** 

Get hocked

<sup>on</sup> health

insurance

Call Kirk Moore at (608) 234-0211



Get health insurance and be there for the important people in your life.

Lead Agency: CWI / Client Engagement : Local Navigators in

### **Outreach Toolkits**

- Toolkits are a reliable way to scale consistent messaging
- Collaboration in action
- Great approach when time, resources and funding are limited
- Increases overall return on investment

(yes, really!) Rep.Jonathan Brostoff 🥝 Open Enrollment for health insurance started November 1st, and runs through January 15th - are elp. () commissioner you and your family covered? Call or text 211 or head over to WisCovered.com to find out how you can enroll in a health insurance plan that works for you!

#### Find health insurance faster than you can choose what to watch.

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Call or text 211 to find free, expert help.

Partnership Community Health Center December 6, 2022 at 8:07 AM · 🚱

Sawyer County Public Health

November 8 at 10:00 AM · 🚱

your savings with room for cream and sugar.

for the cost of a

coffee date

Get health insurance

Believe it or not... it's true! Many Wisconsinites gualify for low-cost, guality health insurance plans on Healthcare.gov.

Only a little over a week left to sign up for coverage that starts Jan 1st. Give us a call for help looking at your options - 920-882-6420



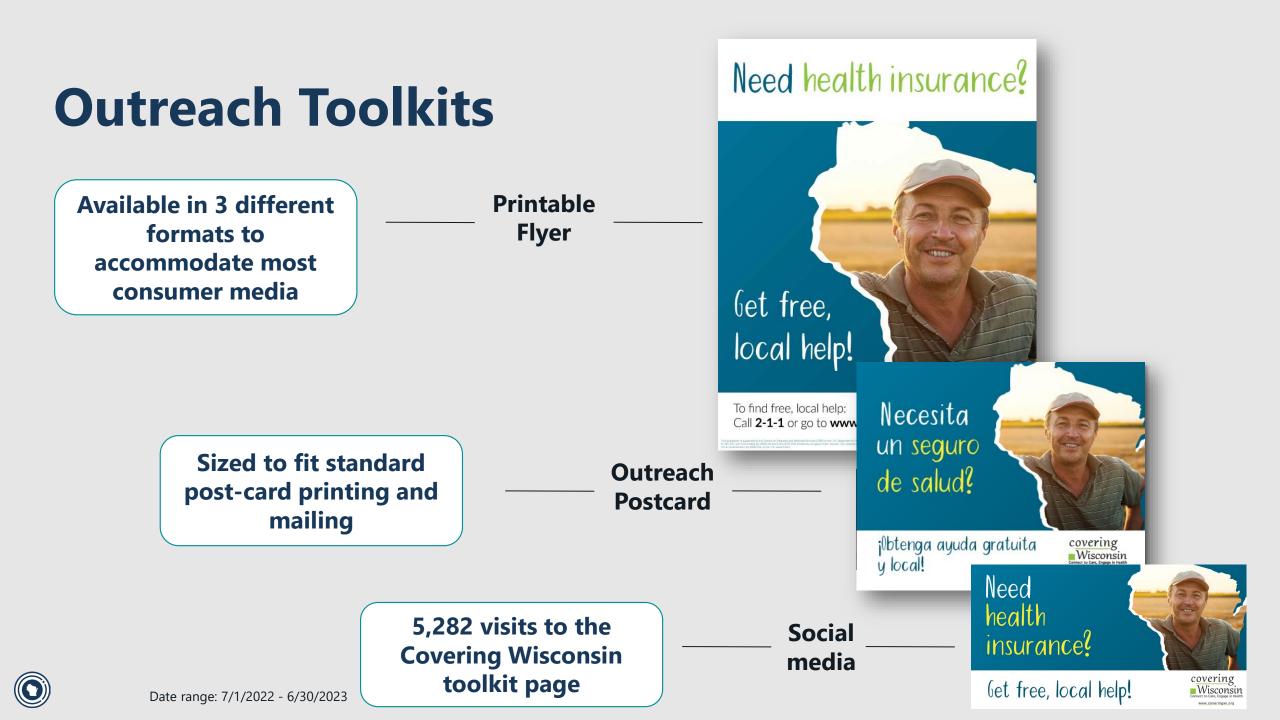
#### Get health insurance for the cost of one Friday night Fish Fry.

Visit WisCovered.com for free, expert help.





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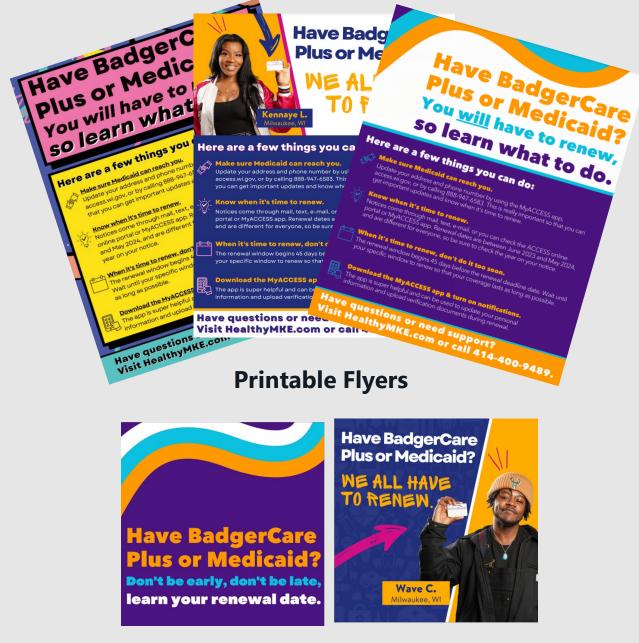
### Outreach Toolkits-MKEN

#### Background

- Consisted of flyers, postcards and social media posts
- Multilingual materials
- Shared to partners & community

#### • Impact

- Total visits to the toolkit page:13K
- Total clicks to share on social: 2.4K
- Total downloads: 556



#### **Social Media**

## **Unwinding Early Days**

#### **Unwinding task force**

- **Goal**: Bring partners together regularly to share information, identify issues, and create & implement solutions to help Wisconsinites navigate Unwinding & retain coverage
- **Results**: Roughly 20 meetings since inception in November 2021, with 50-100 participants from 100+ organizations.

#### Partner toolkit <u>dhs.wi.gov/unwindingtoolkit</u>

- **Goal**: Create a one-stop place for partners to download approved DHS materials and easily click to share social media.
- Results: 21,958 pageviews (1/1/2022, to 9/7/2023)

#### Update your address social media

- **Goal**: Improve mail delivery of renewal notices and packets
- **Results**: Single-digit return mail, far exceeding expectations.

#### Calling all BadgerCare Plus or Medicaid members Have you moved in the past 3 years? Are you a member of BadgerCare Plus or another Medicaid program? While the COVID-19 emergency continues, so do your benefits. Get ready for changes in 2022.



Keep Your BadgerCare Plus Or WardHealth or Medicaid Health Inc. or Medicaid Health Insurance

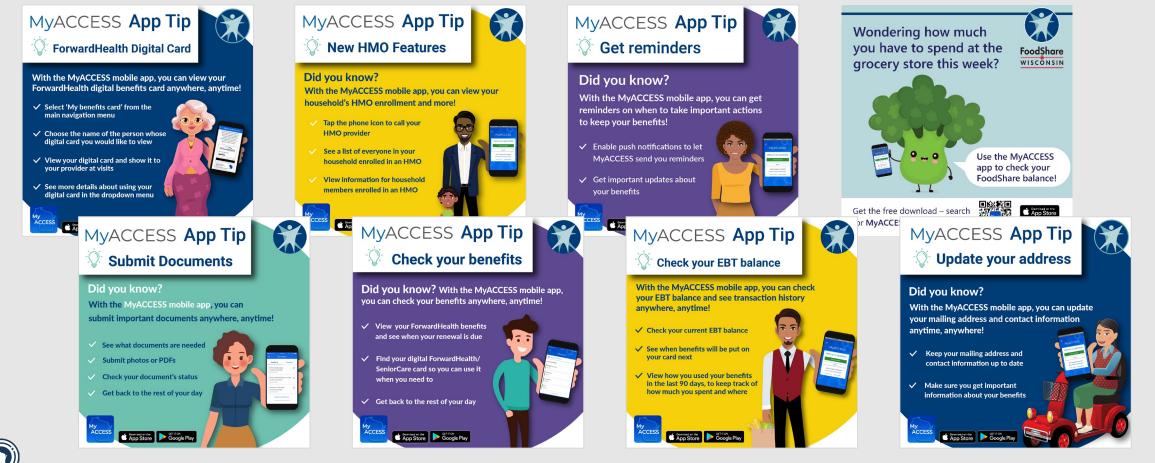


Make sure we have your current address to reach you when it's time to renew your benefits.



### **ACCESS and MyACCESS**

- Goal: Promote member self-service options
- Social media engagement: 338
- Views/impressions: 91,193



oci.wi.gov

## Watch. Read. Act.



- Goal: Increase awareness of renewal process
- Social media engagement: 248
- **Views/impressions:** English 109,035, Hmong 69,797, Spanish 65,563 = 244,395 total

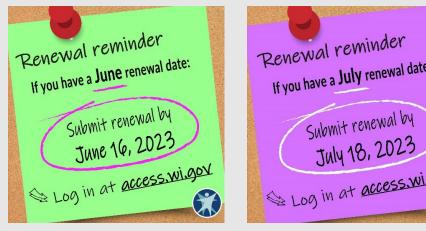
Watch your mailbox. Read letters from us. Act by the deadline.



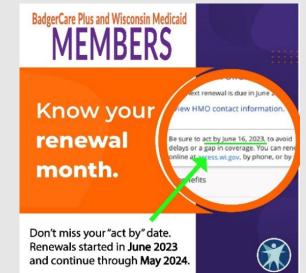
Watch your mailbox. Read letters from us. Act by the deadline.

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### **Current Campaign: Renewals are Back**













- **Goals**: Know your due date and renew at the right time
- Social media engagement: 362
- Views/impressions: English 78,652, Hmong 33,633 Spanish 40,844, = 153,129 total



### **Additional Update Your Address Campaigns**



#### **Social media**

- Goal: Improve mail delivery
- Social media engagement: 182
- Views/impressions: 61,018

#### Address prompt text and email

- Goal: Improve mail delivery
- **Results**: 140,936 texts and 94,586 emails from 3/29/2023 to 8/30/2023

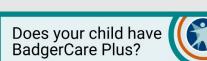
### **Kids, Families, and Back to School**



As a parent, your little one's health is a **BIG** priority.

Think you might not be eligible for BadgerCare Plus? Renew anyway!





Help them stay covered and healthy.

Think you might not be eligible for BadgerCare Plus? **Renew anyway!** Your kids might qualify even if you don't.



Does your child have BadgerCare Plus? Help them stay covered and healthy.

Pro-tip: Even if you don't think you're eligible, **renew anyway.** Your kids might qualify, even if you don't.

#### When to renew:

Find your family's renewal month on access.wi.gov or the MyACCESS app on your smartphone.

About two weeks before your renewal month, you'll get a form and instructions in the mail. Renew as soon as you get your packet to avoid a gap in coverage.

#### Need help?

Free help with your renewal or finding other health coverage is available at WisCovered.com or by calling 211.

WISCONSIN DEPARTMENT



Get the app

Learn more about

health care renewals

P-XXXXX (08/2023)

Did you know?

Kids and teens who have health

and are more likely to graduate

insurance are less likely to miss school

Getting ready for back to school?

Start the year off right with health insurance that's right for your family



Healthy kids do better in school

Make sure you've lined up health insurance to take care of your student

#### Are doctor visits or vaccines on your back-to-school checklist?





### **Poll Question # 2**

Have you ever seen any of these ads mentioned here?

- a. Yes
- b. No
- c. Unsure



#### Personalizing Creative Content for Your Community



#### From Message Creation to Outreach: Community Health Center Voice at the Table

- Messages and conversations focus on engagement of the most vulnerable populations locally and statewide
- Understandable and relevant information for all people through the lens of health equity and cultural competence



#### BadgerCare Plus renewals are back!



Watch your mailboxRead letters from the stateAct by your deadline

A **renewal** is when you provide updated information about your household, income, and more. Renewals have been paused for the past three years due to COVID-19. **Now they're back!** 

#### **Get ready**



Find your renewal due date on <u>access.wi.gov</u> or using the **MyACCESS** app. Use the same User ID and password.

2 Watch for your renewal packet in the mail. This means your time to renew is coming soon.

Plan to submit your renewal on the first day of your renewal month. **Do not renew early!** 





# State level communication discussions impact local engagement strategies



#### **Social Media and Toolkits for Outreach**

How to get involved: Help us spread the word.









**Covering Wisconsin** (Facebook/Twitter)

Toolkit link

Wisconsin Office of the Commissioner of Insurance (Facebook/Twitter) **Toolkit link** 

Wisconsin Department of Health Services (Facebook/Twitter/Instagram) Toolkit link

Milwaukee Enrollment Network Facebook/Instagram





**Toolkit link** 



oci.wi.gov



### Want to Join?

If you are interested in joining the Promotions and Marketing Workgroup, contact:

Kelsey McDermott: <a href="mailto:kelsey.mcdermott@wisconsin.gov">kelsey.mcdermott@wisconsin.gov</a>

