



Welcome to Broker's Paradise™

# RBG Tip Sheet

## Carrier Updates 11.7.16

### BLUE SHIELD OF CA

#### Producer Alert

- **CVS - Pharmacy Management Program & Mail Order Change (revised):** Starting January 1, 2017 for new and current members, CVS Health will manage Blue Shield's national retail pharmacy network, and become their exclusive mail order pharmacy for Commercial and Medicare plans and their specialty pharmacy for Commercial plans. The Blue Shield network retail pharmacies will be nearly unchanged and will continue to include all key chains such as CVS, Walgreens, Rite-Aid, Costco and many others. Members currently using the mail order service can expect to receive notification 60 days in advance of the changes by mail and telephone. View the alert for more details.

### COVERED CA

#### Partner News

- **4th Quarter Agent Incentive Program:** The Agency Roll-Up Benefit Program allows one or more agents at the same agency to combine their production. Program ends 1/1/17.
- **Online Broker Renewal Function:** Starting in mid-November for March 2017 renewals, agents (and general agents) will be able to process renewals for their clients online. Training webinars to be announced.
- **Sales Tip:** No Participation requirements among carriers.
- **Account Management Team:** This team is available to assist key partners in managing their Covered CA book of business. Contact your RBG sales representative to learn more on how to become a key partner.
- **Special Enrollment Period:** Begins November 15 through December 15. Groups applying for coverage are not required to meet participation and contribution requirements. All other underwriting requirements still apply.
- **Two Full Network PPO Carrier Options Effective 1/1/17:** Covered CA will offer Blue Shield of CA PPO and Health Net PPO, both include full PPO in-state networks.
- **Out-of-State PPO Coverage:** Blue Shield of CA 1/1/17, Full PPO plans include coverage for employees working out-of-state. Reminder, effective as of 4/1/16 renewals, the Health Net PPO Plans no longer offered out-of-state coverage.
- **Blue Shield of CA HMO:** Effective 1/1/17, ACO Trio HMO Replaces the existing Blue Shield HMO plan networks.
- **Kaiser:** Effective 1/1/17 coverage expands into Santa Cruz and the surrounding area.
- **California Dental Network:** New carrier effective 1/1/17.
- **Discontinued Dental Plans:** Effective 1/1/17, Safeguard and Metlife Dental are discontinued. Members currently enrolled in a Safeguard or Metlife dental plan will need to select a new dental plan at their groups next renewal.
- **Discontinued Blue Shield Medical Plans:**
  - Bronze 60 PPO 6000/70 Network 1
  - Platinum 90 HMO 0/20
  - Gold 80 HMO 0/35

## **KAISER**

### Broker Briefing

- **2017 Small Group Commissions:** Effective October 1, your commission for new California groups with 51 to 100 employees increased from 4.5% to 5%. And starting January 1, 2017, your commission for new California groups with 1 to 50 eligible employees will also be 5%.
- **KPIF Open Enrollment Materials:** Help your clients sign up for Kaiser Permanente for Individuals and Families (KPIF) plans with the 2017 application, enrollment guide and updated information on the special enrollment period.
- **Updated Underwriting Guidelines:** Get updated information on important procedural changes and policies.
- **Small Business Service Contracts:** Find contact information for key departments.
- **Small Business Service Tips:** Find pointers on how to efficiently enroll and renew clients.

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Rogers Benefit Group  
6540 Lonetree Blvd Suite 100  
Rocklin, CA 95765

[Add us to your address book](#)

**Reach us by:**

**Phone:** 916-960-0400

**Web:** <http://sacramento.rogersbenefit.com>

**Email:** [sacramento@rogersbenefit.com](mailto:sacramento@rogersbenefit.com)

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