



Welcome to Broker's Paradise™

RBG Tip Sheet Carrier Updates 5.23.16

BLUE SHIELD OF CALIFORNIA

Small Group Life Insurance: Add Life coverage to existing medical groups at any time. Groups with 10+ employees are eligible for composite rates. It's easy to add and administer coverage. Blue Shield Life combines life insurance coverage with comprehensive AD&D benefits and can be sold to employer groups alongside or independent of their medical plans. And with an "A (Excellent)" rating from A.M. Best, Blue Shield Life has the financial stability to meet your clients' needs now and in the future. Quotes are available through the Blue Shield website or contact our office for a quote.

KAISER PERMANENTE

Facilities Updates:

- January 1, 2017 - Next year, look for Kaiser to expand into Santa Cruz County in the Santa Cruz, Scotts Valley, and Watsonville area. Services will include primary care, telemedicine, select specialty services, lab, pharmacy and radiology.
- Now Open - South Sacramento Urgent Care New facility for non-emergency medical conditions that require care; open seven days a week, 3 p.m. to midnight.
- Now Open - St. Joseph's Medical Center in Stockton now partnering with Kaiser Permanente to offer emergency and other hospital services.
- Now Open - the San Leandro Facility is now performing elective full spectrum hip and joint replacements.

METLIFE

Bonus Program effective 7/1/16: The new Multi-Product Advantage bonus is designed especially for groups with 10-99 employees. Sell a dental plan and at least two additional new coverages from two or more of the different product groups, and for groups meeting the qualifying criteria, earn a one-time additional broker bonus of 1.5%.

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS (SAHU)

Expo June 16, 2016

8:30 a.m. - 4:00 p.m.

Citrus Heights community Center

To **RSVP**, click **HERE:** [SAHU's 2016 Business Development Expo](#)

Join SAHU for an action packed agenda designed to expand and diversify your business. Featuring headliners from Moss Adams, Health Equity and JH Tackett, along with a special keynote by none other than industry guru Kevin Trokey. Also presenting is our very own, Craig Gandy - Sacramento Regional Sales Manager, on how your agency can improve back office productivity, quality and processes.

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