

NEWS FROM THE BAIR'S DEN

Newsletter from Rogers Benefit Group - Jacksonville

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"What do you need to start a business? Three simple things: know your product better than anyone, know your customer, and have a burning desire to succeed."

- Dave Thomas, founder of Wendy's

Florida Blue: Better You Strides - New Wellness Platform

Florida Blue's new Wellness Platform for Small Group! This new platform is called Better You Strides and is powered by CaféWell.

The new wellness solution will be available as a part of the small group health plans on January 1, 2018. All small group members get access to this new platform at no cost.



UHC: Real Appeal Information Sessions Available January through March 2018

Webinars

Small Business Brokers with Fully Insured Customers: Select a date [here](#) to register for a Real Appeal information session.

March Sales and Incentives

Now is the best time to freshen up on product news and guidelines to get ramped up for 2018 sales. Employers need your expert guidance, and with the end of first quarter nearing and rates increasing, now's the time to secure their business! Plus, it doesn't hurt that **bonus** programs are in full swing, so let's finish the first quarter profitably, and aim to write at least one new business case for a March effective date!

Remember to check out our [website](#) for frequently used forms and important information. Have a topic you'd like to see featured? Please [email](#) me. Your feedback and suggestions are appreciated!



Your RBG Jacksonville Team!

Front Row (Left to Right): George Harms, Katelyn Sullivan, Taylor Remley, Amanda Kemmerer, Vicki Duprey, Luke Wolkers

Back Row (Left to Right): Melissa Russell, Scott Fjelstad, Briana Wedekind, Lindsay Beasley, Amber Bair

HealthiestYou: The telemedicine trend

Companies around the country are weaving HealthiestYou into the fabric of their health plans. They're delivering engagement technology coupled with 24x7 access to doctors, insurance connectivity, intelligent alerts, prescription savings, and much more directly to millions of Americans every day. The result...over 20x redirection in claims, reduced absenteeism, improved morale and some very happy group administrators. Check out this brief video for an overview:



[Email](#) me to start partnering with HealthiestYou now!

RBG Jacksonville: 2018 Workshops!

We will be hosting workshops in early April. Stay tuned for additional details...

RBG Employer Market Strategy Calls

RBG hosts an Employer Market Strategy Call, which takes place biweekly and lasts approximately 45 minutes. We often have guest speakers from the carriers to discuss the most up-to-date legislative changes/issues, carrier & product updates, and most importantly how to leverage this information to create innovative solutions with which to "go to market" and **GROW YOUR BUSINESS!**

Conference Call Details:

EVERY OTHER Monday... (Next Call: MONDAY, February 12th, 2018 at 9:15am CST / 10:15am EST)

Call-in #: 1-(302)-202-1118

Passcode: 324126

***Please note:** These calls will be recorded and participants are tracked. This is an RBG-Sales Partner EXCLUSIVE CALL - Please do not share these details without permission.