

Large Group

through Beere&Purves

B&P Large Group Medical Carriers



Premiums, commissions and broker bonuses will be identical to what you and your clients would receive when working directly with the carrier.

B&P Large Group Services

- Expedited quoting
- Faster implementation (24-hour turnaround on loading membership for Anthem Blue Cross Large Group)
- Unlimited enrollment meetings, including bilingual
- Ease online enrollment set-up and ongoing maintenance
- True GA override

Save Money, Add Value with BrokerPicks

Not only do you get expedited quoting and implementation by working with B&P, you also get access to our Large Group BrokerPicks to help subsidize a product or service that benefits the employees, like online enrollment, wellness benefits, HSAs, FSAs, and more.

Our Large Group BrokerPicks subsidy is based on the Large Group carrier and the number of medical enrolling employees:

- **Anthem Blue Cross:** \$4.00 PEPM
- **Health Net:** \$2.50 PEPM
- **Kaiser Permanente:** \$2.50 PEPM

Anthem Large Group BrokerPicks Subsidy Example:

$$\begin{array}{ccccc} 300 & \times & \$4.00 & = & \$1,200 \\ \text{enrolling employees} & & \text{per employee per month} & & \text{per month subsidy} \\ & & \text{subsidy} & & \end{array}$$



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Sample Process from Quote through Approval

	Broker/Group	B&P
Step 1	Broker obtains group information, renewal, benefits, rates and sends RFP to B&P.	Once the request is received, we'll expedite the process by standardizing the quote and converting it to the carrier's format.
Step 2	Broker reviews rates, and if desired, can begin negotiating rates with the carrier. Working with B&P does not mean you cannot negotiate.	B&P can negotiate, or assist in negotiating, rates and any premium adjustments or wellness dollars for the group, if applicable.
Step 3	If the group sells, they should complete the employer paperwork immediately and then begin Open Enrollment.	B&P will scrub the employer paperwork and make sure it's complete so we can begin setting up the shell of the group with the carrier. This speeds up implementation as the employee information can be uploaded immediately once Open Enrollment is complete.
Step 4	Group completes their Open Enrollment and broker provides either applications or a census to B&P.	B&P will scrub the employee enrollment information and submit to the carrier through their preferred channel.
Step 5	The group is approved and ID cards will be mailed to employees.	B&P is able to provide a listing of Member IDs so employees can access service prior to receiving their ID cards (if after effective date).

For questions about our Large Group services, or to request a quote, please contact a member of your B&P Sales Team — 888.722.33733