



Sales Webinar #5



**COVERED
CALIFORNIA**

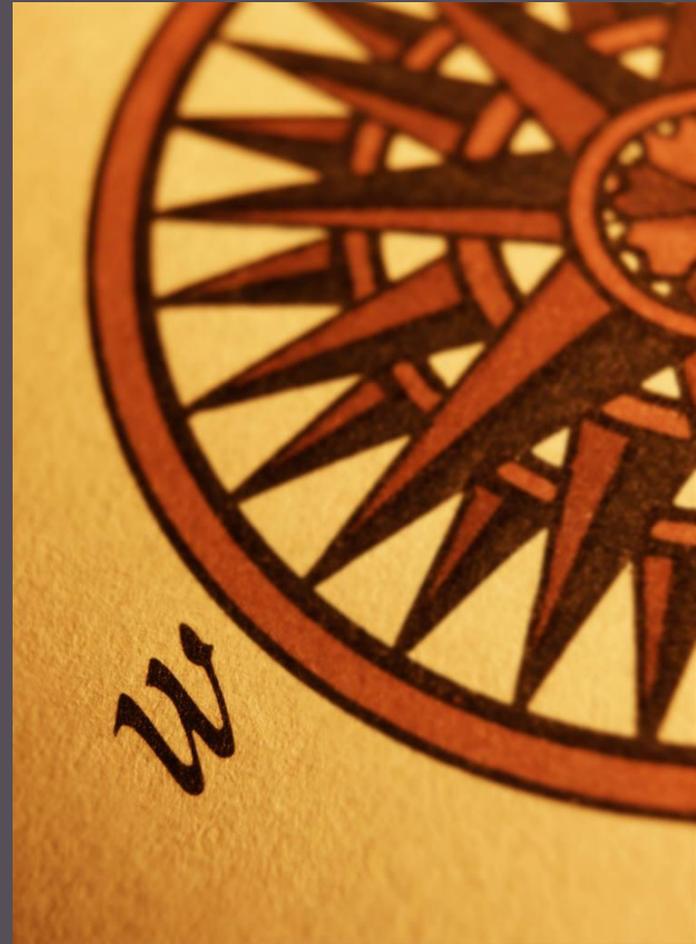


12/03/14



Agenda

- Sales Program Focus
- CalHEERS Updates
- Multi-State Plans
- CalHEERS Tips & Tricks Video





Agents, CECs, CEEs, Navigators:

Sales Division Updates





Sales Program Focus

Training and Communication

- Agent Weekly e-Newsletter and Agent Alert
- Community Partner e-Newsletter and Alert
- Bi-Monthly Webinars

Medi-Cal and Small Business Commissions

- Agent Medi-Cal Commissions
- Community Partner Medi-Cal

Service Center Support

- Agent Service Center Expansion to 100 representatives
- CEC Call Center – Extended Hours Coming Soon
- Identifying top issues

New Storefront Program and Event Web Search

- Approved Signage
- Online Promotion



The Agent Weekly

The latest in Certified Insurance Agent news and information



The Community Partners Weekly

The latest in Enrollment Assistance news and information



Storefront Update

- Signage Requirement Change

- Based on feedback, new requirements based on building size:



- If the width of the front of your building is 25' or less signage must be a minimum of 10 square feet.
- If the width of the front of your building is 26' – 50' signage must be a minimum of 30 square feet.
- If the width of the front of your building is 51' or more signage must be a minimum of 40 square feet.



Promote Your Business





Application Information Sheet

YOUR APPLICATION INFORMATION

If you were helped with an application, you may fill out the information on this card to help you remember who helped you apply and details of your account.



Who helped you with the application?

Certified Enrollment Counselor County Medi-Cal Office Eligibility Worker Certified Insurance Agent
 Plan-Based Enroller Service Center Representative

Certified Representative's Contact Information

Full Name: _____ Email: _____

Phone Number: _____ Enroller ID#, if applicable: _____

APPLICATION INFORMATION:

To check the status of your application you may contact your certified representative or Covered California at 1-800-300-1506.

Account Username: _____

Application ID#: _____ Case#: _____

Remember your account password and account PIN. If you forget your account password or PIN please contact Covered California at 1-800-300-1506.

NOTES:

Use the space below to write down any additional information about your application.

KNOW:

FOR EACH FAMILY MEMBER



Proof of current income*



CA ID or driver's license of the person who is applying for the family



U.S. passport, legal resident card or certificate of citizenship or naturalization documentation



Birth dates



Social Security Numbers**



Home ZIP code

GOT QUESTIONS? WE CAN HELP.







*Proof of current income of all family members applying. (A dependent's income should only be included if their income level requires them to file a tax return.) A family is defined as the person who files taxes as head of household and all the dependents claimed on that person's taxes. If you don't file taxes, you can still qualify for free or low-cost insurance through Medi-Cal.

**Families that include unlawfully present immigrants can apply. You can apply for your child even if you are not eligible for coverage.



“I’m In” Referral Form



- Free and confidential enrollment help is available
- 4 out of 5 people who have enrolled qualified for financial assistance
- Visit the Shop & Compare tool at CoveredCA.com to see if you qualify too
- If you don't get health coverage, there may be a tax penalty

I'm in. You should be too!

I enrolled with:



Open Enrollment is now through February 15, 2015.

CoveredCA.com





Immigration Update

New Fact Sheet

– Available at www.CoveredCA.com/fact-sheets/

Getting the Health Care You Deserve

Your immigration information is safe, secure and confidential

It's important to have health coverage to keep you and your family healthy

Covered California is a place where you can compare and get health insurance plans, and get financial assistance to pay for your health coverage if you qualify. When you apply through Covered California, you can also determine if you are eligible for reduced premiums or Medi-Cal.

California residents who are U.S. citizens, U.S. nationals, or who are "lawfully present" can get health insurance with financial help through Covered California. Individuals with other immigration statuses may be eligible for health coverage through Medi-Cal, although the benefits may be limited.

If you are applying for health coverage for yourself or your family members, know that all of your information is safe and confidential.

Covered California, in partnership with the Mexican American Legal Defense and Educational Fund, the National Immigration Law Center, the National Association of Latino Elected and Appointed Officials Educational Fund, Asian Americans Advancing Justice – Los Angeles, the Coalition for Humane Immigrant Rights of Los Angeles and the California Immigrant Policy Center is encouraging everyone to apply for health coverage, without fear that their application will affect their immigration status or the status of their family members.

Your immigration information is protected





“I’m In” Physician Press Conference

New Partnership with 13
Physician, Pharmacist,
Hospital, Health Care
Provider groups.

- CA Medical Assoc.
- UCLA Health System





CalHEERS Update





Tips for Entering Income

In order to successfully enter income into the online application, we provide the following tips:

- In the “First Date Paid” field, enter the estimated date that the consumer first received income this year from their specified income source, for example – their employer.
- For the “Last Date Paid” field, LEAVE THIS FIELD BLANK unless the consumer expects that they will no longer receive income from their specified income source within the next four months. If a consumer expects to lose their income source during this time period, then enter the estimated date the consumer will receive their last income from their specified source. If the consumer does not expect to lose their income within the next four months, again please leave this field blank.



CEC/PBE

Account Creation Tips

- Copy and paste the delegation code (delegate key) you were provided
- Enter the exact Business Legal Name of your entity
- CEEs or PBEEs may find the Business Legal Name of their entity under their profile information

SET UP AN ACCOUNT - WITH YOUR PROVIDED DELEGATION CODE

Write your delegation code and other information here:

* Indicates a required field.

*Delegation code 

*Business Legal Name : 

*Certification Number 



Password Complexity Rules

- You cannot use words found in a dictionary or names
- Your new password cannot be one that you have used within the last 24 passwords
- Your password must have at least 8 characters and have no more than 16 characters.
- Your password must start with a letter and include:
 - At least 1 upper-case letter (A – Z)
 - At least 1 lower-case letter (a – z)
 - At least 1 number (0 – 9)
 - At least 1 special character (#, \$, %, etc.)



Multi-State Plans





Multi-State Plans

- For 2015, Anthem Blue Cross will offer the following Multi-State Plan (MSP) options:
 - Silver 70 EPO & PPO Multi-State Plan
 - Gold 80 EPO & PPO Multi-State Plan
- The Anthem Blue Cross EPO and/or PPO plans will be offered in all regions and zip codes.
- The Multi-State Plan version of Anthem Blue Cross EPO and PPO excludes coverage for non-accepted abortions as a covered benefit.



Multi-State Plans

Example of how consumers will see the Multi-State Plan in our “Shop and Compare” tool:

Why choose Silver 70

Enhanced Silver Coverage: ~70%

L.A. Care	Kaiser Permanente	blue of california	Anthem BlueCross
L.A. Care Covered Silver 70 HMO	Kaiser Permanente Silver 70 HMO	Blue Shield Silver 70 PPO	Anthem Multi State Plan Silver 70 EPO
Total Monthly Premiums: \$247	Total Monthly Premiums: \$267	Total Monthly Premiums: \$274	Total Monthly Premiums: \$299
Monthly Premium Assistance (Tax Credit): \$23			
Your Total Monthly Payment: \$223	Your Total Monthly Payment: \$243	Your Total Monthly Payment: \$250	Your Total Monthly Payment: \$275
VIEW DETAILS	VIEW DETAILS	VIEW DETAILS	VIEW DETAILS
Apply	Apply	Apply	Apply



CalHEERS Training: Tips & Tricks





CalHEERS Tips & Tricks

- CalHEERS Tips & Tricks (16 mins):
 - General Information Updates
 - Application and Enrollment Updates
 - Alternate Procedures
- Will be posted to IPAS and Agent Website

www.CoveredCA.com



You Tube

