



Sales Webinar #7



**COVERED
CALIFORNIA**

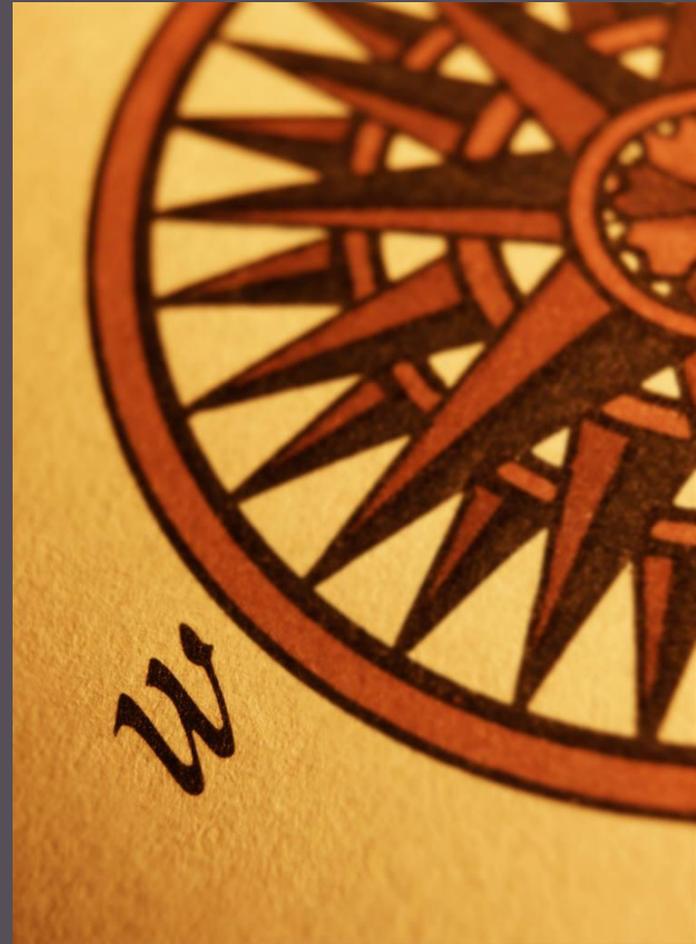


01/07/15



Agenda

- Welcome
- Sales Division
- Partner & Program Updates
- Important Dates
- Q & A





Sales Divison





Happy New Year from Covered CA!





Partner & Program Updates





Event Website

- Updated Event Website available now
<https://coveredca.custhelp.com/app/events/admin/propose>
 - Revamped to make it more user friendly
 - Reminders:
 - Data Entry is critical to getting your event listed quickly and correctly. Over 50% of submissions have had errors. Please double check before you submit
 - If you are submitting a recurring event (i.e. every Tuesday), you will need to submit a separate event for each date. There is no way to enter recurring events at this time.



Storefront Program

- Now Available for our Community Partners
 - Promote your business
 - Allow enrollees to find you on our website
 - <http://www.coveredca.com/get-help/local/storefronts/>



Storefront Program

How to Sign Up:

- Certified Insurance Agent
 - <http://form.jotformpro.com/form/43017770577964>
- Community Partners
 - <http://form.jotformpro.com/form/43486072129962>



CEC Helpdesk Update

- **New Expanded Hours:**
 - From January 7th through February 15th
 - New Hours:
 - Monday Through Friday – 8am to 8pm
 - Saturday and Sunday – 8am to 6pm
 - Open all Holidays through February 15th



SHOP Promotion

QUOTE SHOP TO WIN!

Time Period: February to April

Winners: 3 Winners each month

Top Prize: 100 Hours of Telemarketing

QUOTE MORE SHOP TO WIN

100 HOURS OF TELEMARKETING CONSULTING

From February to April 2015, the Certified Insurance Agent quoting the most lives on SHOP each month will receive a telemarketing program with an **estimated value of \$2800**

The telemarketing program will actively promote interest from small business owners and can produce up to **50 new leads per month**

2nd and 3rd place quoted lives Certified Insurance Agents will be rewarded with entry into the SHOP Lead Management System. Agents must **sell at least one case to enter**

SHOP FROM COVERED CALIFORNIA
REAL CHOICE. REAL VALUE. REAL BENEFITS.

The Small Business Health Options Program from Covered California offers small employers outstanding choices for health care benefits and offers Certified Insurance Agents marketing support and tools you won't find anywhere else.

CALL TODAY TO LEARN HOW YOU CAN WIN WITH SHOP!



CoveredCA.com/small-business



(877) 453-9198



SHOP Update

- Strong December Sales
- Even Stronger January Sales
- Employer Groups contacting SHOP directly:
 - Looking for information on Tax Credits



1095 Overview

Form 1095A Toolkit in development

- Talking Points
- FAQs
- Sample of Forms
- Sample of Consumer Notices
- Job Aids
- Webinar Training



1095 Overview (*con't*)

Form 1095 Webinar Upcoming:

- Webinar is scheduled for Wednesday, January 14th at 10am
- Will cover these topics:
 - Laws pertaining to 1095s
 - Types of 1095 Forms
 - Scenarios involving 1095s



Important Dates





Important Dates

1/14 – Sales Division Webinar #8 on 1095's

1/15 – Deadline for 2/1 Coverage*

1/27 – Payment Deadline for 2/1 Coverage*

*Applies to Individual Marketplace



Q & A



www.CoveredCA.com



You Tube

