



COVERED
CALIFORNIA

**FOR SMALL
BUSINESS**



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Small Business

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FOR **SMALL**
BUSINESS

Increasing Brand Awareness

New name, new look!



COVERED
CALIFORNIA

FOR **SMALL**
BUSINESS



FOR SMALL
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Creating Opportunities for Agents

4th Quarter

- 80% of currently insured small group market must move to ACA compliant plan before 2016
- Marketplace anticipating that a large percentage of this small group business will move to an exchange plan



FOR SMALL
BUSINESS

Gaining Statewide & National Attention

A leader among small group public exchanges
– one of the most successful in the country!





FOR SMALL BUSINESS

Offering Competitive Plans & Rates

Our Portfolio

Health Plans

blue  of california



Dental Plans

MDC Managed Dental Care of California
A wholly owned subsidiary of
The Guardian Life Insurance Company of America



Dental Health Services

GUARDIAN®



PREMIER ACCESS



DELTA DENTAL

MetLife



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Introducing New Technology

Agent Enrollment Portal



SHOP Employers / Employees Online Application

➔ Login

1) Select Your Account Type:

2) Enter Your Account Information

Account Username:

Password:

Login

← I forgot my password



FOR SMALL
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Providing Tools to Help You Sell

New Agent Resources





FOR SMALL BUSINESS

Supporting Outreach & Education

Small Business Partner Tool Kit

CALIFORNIA
Health Benefit Exchange | *Powering Covered California*

HOME ABOUT BOARD PROGRAMS STAKEHOLDERS AGENTS SOLICITATIONS GRANTS RESOURCES JOBS

Covered California for Small Business Tool Kit

Tools to Engage Small-Business Employers

Help spread the word about Covered California for Small Business. Here you can find tools and resources.

PLAYLIST Covered California for Small Business

0:00 / 1:53

Outreach and Education

- Presentations and Handouts
- Orientation Videos

Presentations • Choice: "Covered California for Small Business"

FOR SMALL BUSINESS

Health and Dental Plans

Click on the plan logos below to view each health plan's details.

- blue of california
- CCHP Health Plan
- H⁺ Health Net
- KAISER PERMANENTE
- SHARP
- Western Health Advantage



FOR **SMALL**
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Supporting Agent Sales Activity

Orientation Videos

The video player displays the Covered California logo on the left and the text "FOR **SMALL** **BUSINESS**" on the right. Below the video frame, the title "How can a Certified Insurance Agent help you?" is visible. The channel name "Covered California" is shown with a "Subscribe" button and "2,054" subscribers. The view count is "222 views". At the bottom, there are icons for "Add to", "Share", "More", "Like", and "Dislike". The video progress bar shows 0:02 / 1:23.



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Supporting Agent Sales Activity

Radio Scripts

The following two radio scripts are available for your use. These 30 second-long Covered California for Small Business radio scripts include an introduction and a customizable section so you can provide employers with your contact information.

Version 1:
With Covered California for Small Business, you are in control of your health care budget, while your employees are allowed to choose their own health plan. Feel good when everyone's in control. To learn more, contact ~John Smith~, a Certified Insurance Agent from ~ABC Insurance Agency~, at ~1-xxx-xxx-xxxx~ or visit CoveredCA.com/ForSmallBusiness (say: Covered CA dot-com slash For Small Business)

Version 2:
Covered California for Small Business is the only place where small business owners may qualify for a tax credit to offset the cost of providing health insurance to employees. To learn more, contact ~John Smith~, a Certified Insurance Agent from ~ABC Insurance Agency~, at ~1-xxx-xxx-xxxx~ or visit CoveredCA.com/ForSmallBusiness (say: Covered CA dot-com slash For Small Business)

Radio Scripts



COVERED CALIFORNIA

Free Confidential Help Certified Insurance Agent

Individual and Small Business

Storefront Signage

FACT SHEET
Covered California for Small Business

AFFORDABLE HEALTH INSURANCE FOR ALL BUSINESSES
In 2015, the federal government agreed to bar... (text continues)

COVERED CALIFORNIA OFFERS VARIETY AND QUALITY
Covered California offers small businesses a choice of competitively priced health and dental insurance plans... (text continues)

ELIGIBLE EMPLOYERS
Small Business: 1-99 employees
Micro Business: 1-50 employees
Solo: 1-99 employees
Sole Proprietor: 1-99 employees
Partnership: 1-99 employees
S-Corp: 1-99 employees
LLC: 1-99 employees



Customizable Fact Sheets & Print Materials



Certified Insurance Agent

Take control of your health care costs.

[Learn More](#)

Free Confidential Help For Small Business

Web Banners



COVERED CALIFORNIA FOR SMALL BUSINESS

PowerPoint Presentations



FOR SMALL BUSINESS

Supporting Agent Sales Activity

Sales Tools for Agents

Sales Tools for Agents

Sell Small Business

- Agent training and certification
- Why sell Covered California for Small Business?
- Application and first payment lifecycle
- Contact the sales team

Essential Tools

- Tax Credit Calculator
- Quoting for Small Business online form
- FTE Calculator
- Agent marketing and branding guidelines
- Eligibility guidelines
- SHOPWorks catalog
- Participating employer resources
- Small Business at a Glance
 - Printable
 - Fillable
 - Web-friendly
- Employer Guide

Applications and Forms

- Storefront application
- Resources for Participating Employers

Get Answers

Webinars
Click to view related webinar materials

Updated for 2016

New tool for 2016

Recent program expansion



FOR SMALL
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Covered California for Small Business

What You & Your Clients Should Know

Contact Us:

- Toll-Free:
(844) 332-8384
- [www.CoveredCA.com/
ForSmallBusiness](http://www.CoveredCA.com/ForSmallBusiness)



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