

suite deal: questions and answers for small group producers

Here are answers to questions your clients may have about our new Suite Deal program.

Q What is the Suite Deal program?

A Suite Deal is a package of quality Blue Shield health plans available for employer groups with 2-50 eligible employees. The Suite Deal package includes 2 HMO plans, 3 PPO plans, and 2 HSA-eligible PPO savings plans.

Q What is the difference between the Suite Deal and PlanSelect?

A With the Suite Deal package, we've done the work for you by providing high-value plan choices in 3 different categories, with competitive price points. In addition, participation requirements for Suite Deal are lower than those for PlanSelect. Please see the *Producer Information Booklet* or *Underwriting Guidelines* for details, or contact your Blue Shield representative.

Q Do my clients have to offer all the plans listed as part of the Suite Deal?

A The Suite Deal is a package of 7 Blue Shield plans. If your clients choose the Suite Deal package, they have access to all of the 7 plans offered within the package. Enrollment in all plans is not required.

Q Can the Suite Deal be offered alongside another carrier's HMO?

A Yes, Suite Deal may be offered with another carrier's HMO. The minimum participation in the combined Blue Shield plans must be equal to the greater of 5 actively enrolled employees or 50% of the total number of actively enrolled employees.

Q When can my current clients choose the Suite Deal?

A Your current clients can choose the Suite Deal during renewal.

Q Why should I sell the Suite Deal?

A Your clients will appreciate the value and variety of plans included in the Suite Deal, the reduced participation requirements, and special RAF programs specific to the Suite Deal. Additionally, you'll appreciate earning double MVP points from Suite Deal sales (contact your Blue Shield representative for details and restrictions.)

Contact your Blue Shield representative for more information on the Suite Deal program.