



Vicki Major
Health Net

Easy Enroll *Program* for New Sales

A good deal made great – for new sales!

New groups of 10+ employees can enroll with just their current carrier's bill (i.e., most recent cycle) and a maximum change of +/- 10 percent of active subscribers.

For new groups with effective dates of October 1, 2016, through January 15, 2017.

<i>Minimum group size</i>	<i>Maximum variance</i>	<i>Enrollment rules</i>
10 active subscribers	10%	<ul style="list-style-type: none"> • Group size is determined by the number of active subscribers on the current carrier bill. • The combination of "plus" and "minus" cannot exceed 10% to qualify. • Traditional rounding applies (e.g., 7 for 10% of 74, 8 for 10% of 75). • Groups covered by multiple carriers may choose to replace just one carrier.



Call your account executive for more details!

For this special deal, a small group consists of 1–100 employees and meets the California and federal legislative definition of "small employers."

Skip the paperwork!

- No DE-9C required for new groups who meet these requirements!
- Waivers are not required for those on the carrier bill who are not enrolling.
- Payroll is not required for enrollees not on the carrier bill.

(see next page for eligibility examples)

<i># Subscribers on current carrier bill</i>	<i># Subscribers enrolling with Health Net from current carrier bill</i>	<i>Other changes</i>	<i>Qualify for Easy Enroll deal?</i>
50 active subscribers	45	<ul style="list-style-type: none"> • 5 on the bill are not enrolling 	Yes. 10% of 50 is 5.
50 active subscribers	45	<ul style="list-style-type: none"> • 5 additional subscribers are enrolling • 5 on the bill are not enrolling 	No. The net tally of changes is 10, which is 20% of the 50.
64 active subscribers	62	<ul style="list-style-type: none"> • 4 additional subscribers are enrolling • 2 on the bill are not enrolling 	Yes. 10% of 64 is 6.4, which rounds to 6.
10 active subscribers	8	<ul style="list-style-type: none"> • 1 active subscriber from the current carrier bill is reconciled as "terminated" • 1 active subscriber from the current carrier bill is reconciled as "waiving" 	No. 10% of 10 is 1, so the group would need 9 active subscribers from the current carrier bill to enroll.
74 active subscribers	74	8 additional subscribers not on the current carrier bill are enrolling with Health Net	No. 10% of 74 is 7.4, which rounds to 7. More than 7 active subscribers not on the current carrier bill are enrolling with Health Net, exceeding the plus 10%.

All subscribers on the carrier bill who are not enrolling with Health Net will count against the group regardless of the reason for not enrolling, including those reconciled as terminated or on leave of absence.

Not eligible for Easy Enroll are carve-out groups, ACA Special Enrollment and standalone Dental and Vision plans.

All groups that do not qualify for this program may still apply for coverage with Health Net, subject to standard underwriting and paperwork requirements.

Hurry! Our Easy Enroll Program ends January 15, 2017. Of course, Health Net reserves the right to change or terminate this program at any time.

Here to help: Call your Health Net account executive or Broker Services at **1-800-448-4411, option 4**, for more details.

