Group Products

Sales Enablement Guide for Our Broker Partners

connexion INSURANCE SOLUTIONS

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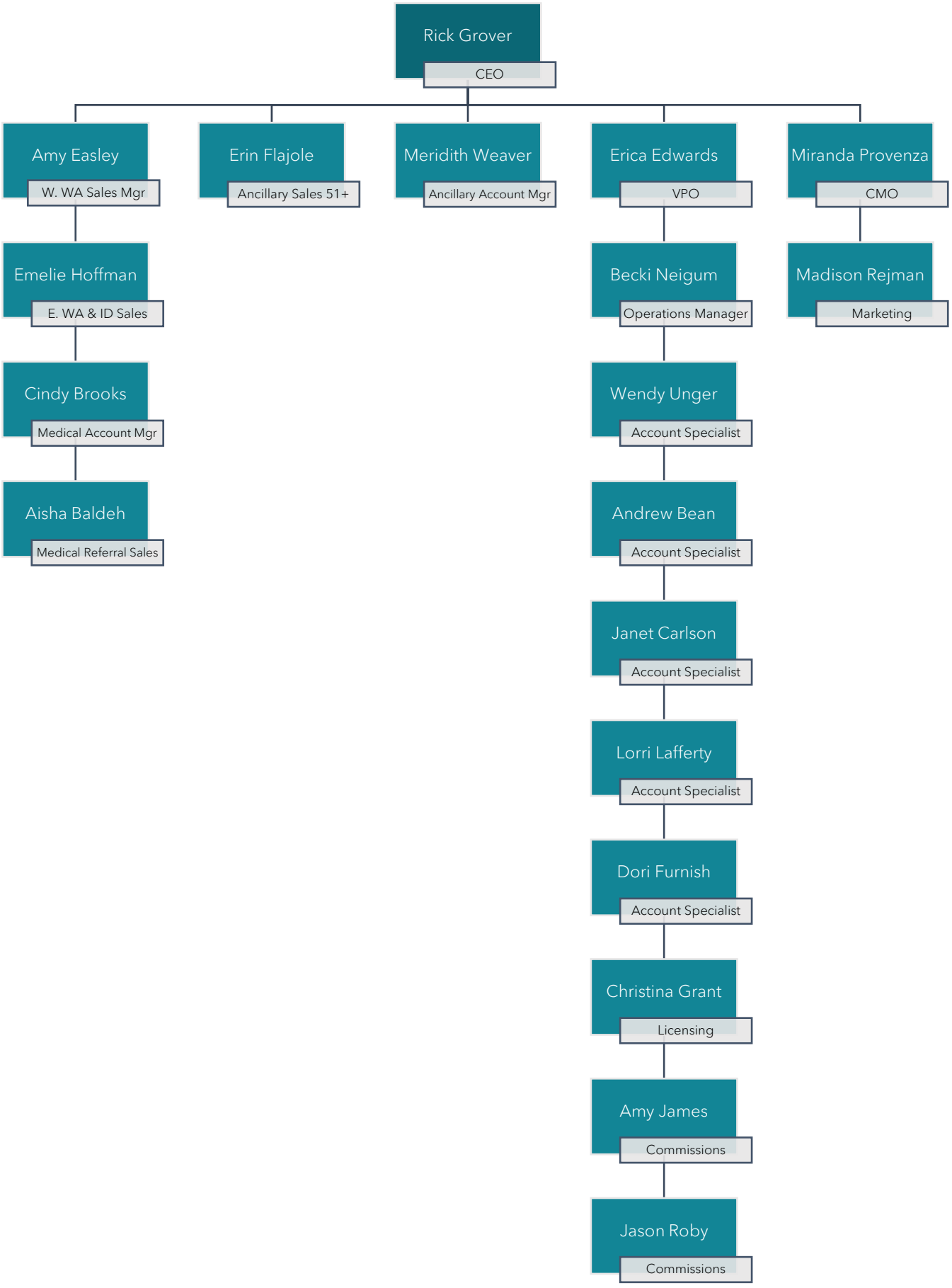
About Us

Connexion Insurance Solutions is a multi-award winner General Agency based in Seattle, WA known for producer support, product offerings, and technology tools designed for broker efficiency. For more than three decades, our focus has centered around Group insurance. We are honored to be one of the few exclusive General Agency's selected to offer Premera Blue Cross Small Group, and over the years our portfolio of products has grown to include ancillary and other Group Medical Carriers through the acquisition of ASR Insurance Solutions (ASR).

When we acquired our sister company, ASR, in 2022, we expanded the Group Carrier options available to our brokers. ASR primarily serves the Individual Health, Ancillary, Medicare, and Financial Protection markets. Although ASR manages licensing for a select mix of Group Carriers, the Connexion team remains your primary contact for all Group sales enablement support.

Your Group Sales Support Team

Western Washington Sales 2-50	Amy.Easley@ConnexionInsurance.com
Eastern Washington & Idaho Sales 2-50	Emelie.Hoffman@ConnexionInsurance.com
Eastern/Western Washington Sales 2-50	Cindy.Brooks@ConnexionInsurance.com
Ancillary Sales 51+	Erin.Flajole@ConnexionInsurance.com
Medical Referrals (Connexion Supported) 2-50	Isatou.Baldeh@ConnexionInsurance.com
Ancillary Referrals (Connexion Supported)	AncillaryRFP@ConnexionInsurance.com
Producer Support Team - Medical	GroupMedical@ConnexionInsurance.com
Producer Support Team - Ancillary	GroupAncillary@ConnexionInsurance.com
Ancillary Requests for Proposals	AncillaryRFP@ConnexionInsurance.com
New Business Secure Upload	Click Here


Rick Grover
CEO
Amy Easley
W. WA Sales Mgr
Erin Flajole
Ancillary Sales 51+
Meridith Weaver
Ancillary Account Mgr
Erica Edwards
VPO
Miranda Provenza
CMO
Emelie Hoffman
E. WA & ID Sales
Becki Neigum
Operations Manager
Madison Rejman
Marketing
Cindy Brooks
Medical Account Mgr
Wendy Unger
Account Specialist
Aisha Baldeh
Medical Referral Sales
Andrew Bean
Account Specialist
Janet Carlson
Account Specialist
Lorri Lafferty
Account Specialist
Dori Furnish
Account Specialist
Christina Grant
Licensing
Amy James
Commissions
Jason Roby
Commissions

General Agency Support & Compliance

Sales and Marketing Support:	Connexion hosts monthly Producer Huddles where guest speakers are invited to provide hands-on training and real-time answers to your questions. We also provide you with a monthly broker e-newsletter filled with news, tips, occasional templates, as well as links to our group medical and ancillary carrier portals for access to the latest carrier-specific marketing and sales materials.
Small Group Support:	For small group carriers in our region's market, quoting and implementation platforms play a key role. We add value to small group Producers through: • Coordinating carrier RFPs • Managing census submissions • Comparing carrier proposals • Assisting with implementation, enrollment, membership changes, renewals • Providing compliance and ongoing service • Quick quotes and faster response times through our dedicated sales executives who bridge the producer-to-carrier communication gaps as we act as your go-to-liaison • Distribution channel to support/increase cross selling opportunities and build employer benefit portfolios
Large group Support:	For large group carriers in our region's market, the standard workflow for quoting and implementation is facilitated directly through carrier reps. Our support model may differ from small group due to several factors: • The underwriting, pricing, and plan design process is fundamentally different • The carrier sales teams are central to the process • Carriers generally assign account executives and underwriters to large group opportunities • RFPs and underwriting coordination require hands on support rather than receiving instant quotes • Platforms differ from small group platforms • Custom benefit packages are normal Although the general agency large group support model may look different, we remain dedicated to helping Producers bridge the producer-to-carrier communication gaps, navigate your resources, help answer your questions, and connect you with the appropriate carrier representatives.
Compliance Support:	Education, assistance, and resources are key to a successful support model. We are here to provide Producer support with: • Regulatory updates on federal and state insurance laws, including CMS and ACA guidelines, carrier bulletins, and market changes • Carrier compliance resources such as underwriting guidelines, enrollment rules, required forms, and documentation standards • Carrier appointment and licensing requirements • Errors & Omissions risk management requirements • Carrier sales process guidance and required disclosures Producers should refer to their Business Associate Agreement as well as any applicable carrier agreement. We do not act as legal counsel, provide legal advice, interpret laws as an attorney would, draft legal documentation, make compliance decisions on a Producer's behalf, or assume responsibility for an Producer's compliance obligations with federal, state, or carrier regulators.

Technology Support:	Small group RFPs and instant quotes are obtained through carrier direct portals. In our region's market these are also broadly supported by Wired Quote, a third-party platform. Wired Quote does not support all small group medical and ancillary carriers or replace a carrier's implementation or renewal process. Connexion provides Wired Quote and One Platform access for Premera Blue Cross of WA small group medical and ancillary carriers through your affiliation with us. Large group RFPs and quotes require submission through carrier sales representatives and underwriters rather than through instant quoting platforms. If the carrier offers a large group platform, access will be provided to you during implementation and enrollment.
Carrier Negotiations & Alternative Funding Strategy Support:	Small group rates are fixed, filed with the insurance commissioners, and are nonnegotiable. Small group commissions are also fixed and nonnegotiable. Large group rates involve carrier underwriters and complex factors. Large group commissions are generally negotiable; however, there is no universal commission structure as some carriers pay an agreed-upon percentage of premium which may be added to the group's rates. Alternative general agency and Producer funding strategies are becoming increasingly popular. Simply put, in certain situations, general agencies or Producers may charge a monthly administrative fee directly to the group. This also involves disclosure due to regulatory requirements. We are here to assist Producers by providing ideas, suggestions, and regulatory guidance.
Referral Sales:	We are happy to support you – even if group benefits isn't a line of business you currently service! Referrals allow you to remain a trusted resource for your client while we handle the group benefits expertise, carrier research, quoting, enrollment, and ongoing service. It can be a great way to help your clients without having to take on the additional administrative responsibilities, carrier requirements, and servicing demands that come with managing a group's benefits.
TriNet:	Full-service integrated technology solution for HR, payroll, and benefits.
Sound Benefit Admin:	Connexion covers the COBRA-only administration fees for Premera groups with 20+ employees on payroll through our TPA partner, Sound Benefit Administration.

Broker FAQ

Services We Offer:	We are general agency distribution channel. We provide brokers with sales enablement support as well as access to carriers and product offerings to increase cross-selling opportunities to help you build employer benefit portfolios. See pages 4 and 5.
Minimum Revenue, Group Size, or Lines of Coverage Requirements:	We have no minimum production, placement, or revenue requirements. Group size is determined by each carrier (see pages 10-32).
Fee-Based Services:	For Premera medical groups, sizes 1 and 2, we charge a monthly administrative fee of $25 billed to the group. We also offer the option to include administrative fees charges by the broker.
Benefits Administration:	We are a general agency distribution channel, not structured to act in a TPA capacity. We do not manage billing or eligibility beyond third-party platforms.
Quoting Platform:	We provide brokers with multi-carrier quoting access to *One Platform*.
Implementation Support:	We assist with carrier submissions, reviewing documents, censuses, plan elections, quoted rates and work with producers and carriers to obtain missing information for timely implementation. We also confirm plans, rates, and provide sold documents from carrier to producer.
Enrollment & Renewal Support:	We provide support with ongoing in force business, management of producer inquiries and provide renewal support thereafter.
Billing and Census Audits:	We review census upon submission, however; we do not audit billing as a standard practice.
Benefit Guides & Communication Materials:	We facilitate access to carrier pre-approved materials and if needed, can request multilingual materials from carriers.
Resources To Support Growth:	Group Sales Enablement Guide, Sales Executive Support, monthly Producer Huddles with guest speakers to provide hands-on training and real-time answers to questions, monthly broker e-newsletter filled with news, tips, occasional templates, as well as links to our group medical and ancillary carrier portals for access to the latest carrier-specific marketing and sales materials

TPA Defined - HSA, FSA, HRA, POP, COBRA

TPA:	Third Party Administrators - TPAs are used to facilitate HSA, FSA, HRA, POP, and COBRA services for Producers and groups. Stand-alone services and fee-based pricing vary by company. Local TPA referral: Sound Benefit Administration (Poulsbo, WA) Phone: (360) 779-7047 Email: gina@soundadmin.com Website: https://www.soundadmin.com
HSA:	Health Savings Account - An increasingly popular option is to pair up a High-Deductible Health Plan with a Health Savings account.
FSA:	Flexible Spending Accounts – These remain a valuable tool for helping employees pay out-of-pocket medical expenses on a pre-tax basis.
HRA:	Health Reimbursement Account Types - Individual Coverage HRA "ICHRA" - Can be used by employers of any size and have no cap on the amount of reimbursement. ACA-compliant Individual premiums, Medicare premiums, as well as out-of-pocket medical/dental/vision expenses can be reimbursed. This can also be offered to specific classifications of employees who are not eligible for the group medical plan. Note that ICHRA enrollees do not qualify for Individual premium tax credits. Qualified Small Employer HRA "QSEHRA" - Are for smaller employers with under 50 employees and have annual statutory limits on the amount of reimbursement allowed. Individual and Medicare premiums, as well as out-of-pocket medical/dental/vision expenses, can be reimbursed. Excepted Benefit HRA "EBHRA" - Can be used by employers of any size for reimbursement of dental & vision premiums, as well as medical/dental/vision expenses subject to an annual statutory limit. Participants must be eligible for the group's medical plan.
POP:	Section 125 Premium Only Plan - An employer-sponsored plan that allows employees to pay their share of eligible health insurance premiums with pre-tax dollars.
COBRA:	Consolidated Omnibus Budget Reconciliation Act - A federal law that allows employees and their eligible family members to temporarily continue their employer-sponsored group health insurance after they would otherwise lose it due to certain qualifying events.

Association Health Plans

An Association Health Plan (AHP) is a type of employer health plan arrangement that allows multiple small business employers to join through a bona fide association to purchase health insurance as if they were a single large group.

- They must meet state and federal requirements, and most are still required to meet small group ACA requirements
- Must be a real association (such as a trade or professional organization) with a purpose other than offering health insurance
- The business may need to meet certain requirements to buy an association health plan
- The association will sponsor or facilitate a health plan for its member employers
- The combined purchasing power may provide more plan options, potentially lower administrative costs, and access to large-group–style plan designs in some situations
- They can consider someone's health condition when setting premiums
- They provide coverage to employers with at least one employee who isn't a spouse
- They can't offer coverage to self-employed people with no employees

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Although Connexion does not support association business, below is a sample list of associations and the general agency contact for the association.

Association	GA Contact	Contact Email	Phone
Business Health Trust (BHT)	Brian Haskins	Brian.haskins@advprofessionals.com	206-453-2125
Cleantech Alliance Washington	Theresa O'Brien	Theresa.obrien@advprofessionals.com	206-393-2792
Life Science Washington	Theresa O'Brien	Theresa.obrien@advprofessionals.com	206-393-2792
Association of Washington Business (AWB)	Helen Siggins	helenS@propointservices.com	206-397-4615
Northwest Financial Association (NWFA)	Alejandro Alvarez	alejandro@dimarinc.com	206-957-5158
Washington Counties Insurance Fund (WCIF)	Ashton Alvarez	ashton@dimarinc.com	206-812-7535
Working Waterfront Coalition (WWC)	Alejandro Alvarez	alejandro@dimarinc.com	206-957-5158
Northwest Independent Plan Centers Association	Roger Rupp	roger@rgaresources.com	425-931-4148
Northwest Marine Trade Association	Capital Benefit Services	sales@capitalbenefitservices.com	425-461-8093
Vigilant Manufacturer's Trust	Sean Clark	vmt@dimarinc.com	206-812-7546
Washington Automotive Industry Association	Cindy Mahaffey	waia@dimarinc.com	206-623-2430
Washington Farm Bureau	Laura Ziebell	quotes@wfbhealthcare.com	206-623-2430

Group Medical

Asuris Northwest Health

State(s):	Washington (Eastern counties): Learn More
Target Market:	Group Medical, Dental. Employers based in Eastern Washington.
Group Size:	Small, Mid, Large
Enrollment Deadlines:	15th of the month
RFPs, Quote, Enroll:	Small Group Self-Service - The producer's ProducerCenter Large group RFP's and quotes are generated by carrier representatives and underwriters.
Renewals:	ProducerCenter
Enrollment Changes:	ProducerCenter
Producer of Record Changes:	ProducerCenter > Additional Tools > General > Update my Information
Producer Portal/Book of Business:	ProducerCenter
Forms & Documents:	ProducerCenter > Resources > Form & Documents
Plans & Benefits:	ProducerCenter or Consumer Site
Carrier Support & Contact Information:	Asuris Contact Page
Compensation:	If carrier appointment is ASR/Connexion supported, compensation is a percentage of the carrier's commission. Please refer to ASR/Connexion's Producer Compensation Schedule.
Carrier Appointment:	ASR manages licensing/contracting for this carrier Licensing@ASRconnect.com. All lines of business, in all states, including their affiliate companies share one writing ID and must be placed through the same source; GA or Carrier-Direct.

BeneBridge360

State(s):	National (CA, NY, WA have limitations on minimum group size)
Target Market:	Level funded Medical. Those who are cost-conscious with employees that may face high-deductibles or frequent billing.
Group Size:	10+
Enrollment Deadlines:	Prior to Effective Date
RFPs, Quote, Enroll:	Connexion Assisted - Contact Your Sales Executive (see page 2) Self-Service - https://www.benebridge360.com/broker-hub
Renewals:	Sent to producer by carrier
Enrollment Changes:	Contact Your Connexion Sales Executive (see page 2)
Producer Portal/Book of Business:	Contact Your Connexion Sales Executive (see page 2)
Forms & Documents:	https://www.benebridge360.com/benebridge360-plus
Plans & Benefits:	https://www.benebridge360.com/benebridge360-plus
Carrier Support & Contact Information:	Steve Sacher - Steve.Sacher@medibridgesolutions.com
Carrier Appointment:	Connexion manages licensing, contracting, and all sales enablement support for this carrier. Licensing@ConnexionInsurance.com

Blue Cross of Idaho

State(s):	Idaho
Target Market:	Group Medical, Dental, Vision. Employers based in Idaho.
Group Size:	Small, Large
Enrollment Deadlines:	Five days prior to effective date of group
RFPs, Quote, Enroll:	Self-Service - Broker Cloud
Renewals:	Broker Cloud
Enrollment Changes:	Broker Cloud
Broker Portal/Book of Business:	Broker Cloud
Forms & Documents:	Broker Cloud
Plans & Benefits:	Click Here
Carrier Support & Contact Information:	Connexion Liaison: Emelie.Hoffman@ConnexionInsurance.com
Compensation:	If carrier appointment is ASR/Connexion supported, compensation is a percentage of the carrier's commission. Please refer to ASR/Connexion's Producer Compensation Schedule.
Carrier Appointment:	Connexion manages licensing/contracting for group Licensing@ConnexionInsurance.com. ASR manages licensing/contracting for Individual/Medicare Licensing@ASRconnect.com Brokers will be issued two writing IDs if dually appointing through ASR and Connexion to represent group and individual lines of business.

Fenyx Health Group Medicare Advantage (MSA)

State(s):	National
Target Market:	Trade Associations, Chamber of Commerce, Employers w/ Medicare Eligible workforce or Retirees, high-net-income sole proprietor owners.
Group Size:	1+
Enrollment Deadlines:	You can enroll clients anytime, no deadline, no open enrollment period
RFPs, Quote, Enroll:	Connexion Assisted - Contact Your Sales Executive or Account Mgr (see pg 2) www.FenyxHealth.com > Enroll as a Member (for existing Employers) or Employers – Sign Up to Offer the MSA
Renewals:	Enrollment is "evergreen." This means beneficiaries will continue enrollment in the plan until a) Fenyx Health and/or the group no longer offer the plan or b) the beneficiary voluntarily or involuntarily leaves the plan. If a plan is no longer offered they will be cross walked to the closest plan.
Enrollment Changes:	www.FenyxHealth.com > Select MSA Group Plans > Eligibility & Setup > Beneficiary
Producer Portal/Book of Business:	Portal Coming Soon!! Email Medicare@ASRconnect.com
Forms & Documents:	www.FenyxHealth.com Virtual training is also available every Thursday morning. Brokers receive invitations to training events after completing certification.
Plans & Benefits:	https://fenyxhealth.com/plan-designs/
Carrier Support & Contact Information:	Fenyx@GemStateIns.com
Carrier Appointment:	ASR manages licensing/contracting for this carrier Licensing@ASRconnect.com. Connexion will provide all sales enablement support.

Fundamental Care

State(s):	National (49 States)
Target Market:	Level funded, zero premium, limited day health plan for small group employers, companies facing ACA penalties or those offering only minimal preventative coverage. Virgin, lower-wage, or low participation groups such as restaurants, retails, home healthcare, or manufacturing. Guaranteed issue, no health questionnaire, $0 deductible.
Group Size:	5+
Enrollment Deadlines:	Prior to effective date
RFPs, Quote, Enroll:	Connexion Assisted - Contact Your Sales Executive or Account Mgr (see pg 2)
Renewals:	Renewals provided to Producer by carrier
Enrollment Changes:	Service: servicefcld@coterieadvisors.com | Shellie Boone 602 888-3090 x 3005 Administration support: admin@coterieadvisors.com | Angela 602 518-1625
Producer Portal/Book of Business:	Service: servicefcld@coterieadvisors.com | Shellie Boone 602 888-3090 x 3005 Administration support: admin@coterieadvisors.com | Angela 602 518-1625
Forms & Documents:	(Brochures and product info is found in the licensing drive > carrier > Product Info folder)
Plans & Benefits:	(Brochures and product info is found in the licensing drive > carrier > Product Info folder)
Carrier Support & Contact Information:	Service: servicefcld@coterieadvisors.com | Shellie Boone 602 888-3090 x 3005 Administration support: admin@coterieadvisors.com | Angela 602 518-1625
Carrier Appointment:	Connexion manages licensing, contracting, and all sales enablement support for this carrier. Licensing@ConnexionInsurance.com

Kaiser Foundation Health Plan of the Northwest

State(s):	Oregon, Southwest Washington
Target Market:	Group Medical. Employers based in Oregon and SW Washington.
Group Size:	Small, Large
Enrollment Deadlines:	20th of month
RFPs, Quote, Enroll:	Small Group Self-Service - Quote & Enroll Hub or Quote Requests (include census): nw.small.business@kp.org Get Quotes Resource Page
Renewals:	Broker Portal
Enrollment Changes:	Broker Portal
Broker Portal/Book of Business:	Broker Portal
Forms & Documents:	Click Here
Plans & Benefits:	Click Here
Carrier Support & Contact Information:	Carrier Contact Page - Click Here
Compensation:	If carrier appointment is ASR/Connexion supported, compensation is a percentage of the carrier's commission. Please refer to ASR/Connexion's Producer Compensation Schedule.
Carrier Appointment:	ASR manages licensing/contracting for this carrier Licensing@ASRconnect.com. Group and Individual are a combined appointment and share a writing ID.

Kaiser Permanente

State(s):	Washington
Target Market:	Group Medical, Dental. Employers based in Washington.
Group Size:	Small, Large
Enrollment Deadlines:	20th of month
RFPs, Quote, Enroll:	Small Group Self-Service - Quote & Enroll Hub Large Group (Seattle team) - kpwasearfp@kp.org Large Group (Spokane team) - kpwasporfp@kp.org
Renewals:	Groups are auto renewed unless the group requests changes. Group changes are submitted via a benefit selection worksheet.
Enrollment Changes:	Groups can process enrollment changes via their employer account. Brokers can submit via a form: Washington Small Group (Business) Health Plans | Kaiser Permanente
Producer Portal/Book of Business:	Producer Portal | Kaiser Permanente Washington
Forms & Documents:	Click Here
Plans & Benefits:	Click Here
Carrier Support & Contact Information:	Carrier Contact Page - Click Here
Compensation:	If carrier appointment is ASR/Connexion supported, compensation is a percentage of the carrier's commission. Please refer to ASR/Connexion's Producer Compensation Schedule.
Carrier Appointment:	ASR manages licensing/contracting for this carrier Licensing@ASRconnect.com. Group and Individual are a combined appointment and share a writing ID.

Nationwide

State(s):	National
Target Market:	Level Funded Group Medical
Group Size:	1+
Enrollment Deadlines:	Prior to effective date
RFPs, Quote, Enroll:	Contact Connexion Sales Executive or submit a Request for Proposal available through Wired Quote https://www.wiredquote.com/
Renewals:	Sent to producer by Nationwide
Enrollment Changes:	Contact Connexion Sales Executive
Producer Portal/Book of Business:	Producer Portal
Forms & Documents:	Contact Your Connexion Sales Executive (see page 2) or Log into Your Producer Portal
Plans & Benefits:	Producer Portal
Carrier Support & Contact Information:	Lukas Miller Sales Executive - Lukas.Miller@Nationwide.com
Carrier Appointment:	Connexion manages licensing, contracting, and all sales enablement support for this carrier. Licensing@ConnexionInsurance.com

Premera Blue Cross

State(s):	Washington
Target Market:	Group Medical, Dental, Vision. Employers based in Washington.
Group Size:	Small
Enrollment Deadlines:	One Platform - 20th of the month prior to effective date Paper/Connexion Supported Entry - 14th (for groups that cannot be submitted through One Platform)
RFPs, Quote, Enroll:	Connexion Assisted - Contact Your Sales Executive or Account Mgr (see pg 2) One Platform or Wired Quote
Renewals:	One Platform
Enrollment Changes:	Submit directly through One Platform or submit documentation to: PremeraMembership@premera.com
Producer of Record Changes:	An email from the group's authorized administrator or a letter from the group on their letterhead, listing the new POR's full name, dated, and signed by their group's authorized administrator (the individual on file with their PBC plan). If letter is received by the 10th, the POR change will take place on the 1st of the following month. Submit to: GroupMedical@ConnexionInsurance.com
Producer Portal/Book of Business:	Coming Soon (2026 Q3)!
Forms & Documents:	Click Here
Plans & Benefits:	Click Here
Carrier Contact Information:	Click Here
Producer Support:	(888) 742-1475 opt 4 or GroupMedical@ConnexionInsurance.com
Platform Support:	GroupMedical@ConnexionInsurance.com or Support@WiredQuote.com
Membership & Billing Inquiries:	PremeraMembership@premera.com | Phone: (855) 756-0796
Carrier Appointment:	Small - Connexion manages licensing, contracting, and all sales enablement support for this carrier. Licensing@ConnexionInsurance.com Large - Supported direct-to-carrier

Premera Blue Cross Blue Shield of Alaska

State(s):	Alaska
Target Market:	Group Medical, Dental, Vision. Employers based in Alaska.
Group Size:	Small, Large
Carrier Appointment:	AK appointments and sales are traditionally supported direct-to-carrier. Connexion offers a split commission arrangement for small group AK sales in exchange for quick quotes and sales enablement support through our access to PBC AK's Rapid Rate platform. GroupMedical@ConnexionInsurance.com.

Regence Blue Shield

State(s):	Idaho, Oregon, Utah, Washington
Target Market:	Group Medical, Dental. Employers based in ID, OR, UT, or WA.
Group Size:	Small, Mid, Large
Enrollment Deadlines:	15th of the month
RFPs, Quote, Enroll:	Small Group Self-Service - The producer's ProducerCenter Large group RFP's and quotes are generated by carrier representatives and underwriters.
Renewals:	ProducerCenter
Enrollment Changes:	ProducerCenter
Producer of Record Changes:	ProducerCenter > Additional Tools > General > Update my Information
Producer Portal/Book of Business:	ProducerCenter
Forms & Documents:	ProducerCenter > Resources > Form & Documents
Plans & Benefits:	ProducerCenter or Consumer Site
Carrier Support & Contact Information:	Regence Contact Page
Compensation:	If carrier appointment is ASR/Connexion supported, compensation is a percentage of the carrier's commission. Please refer to ASR/Connexion's Producer Compensation Schedule.
Carrier Appointment:	ASR manages licensing/contracting for this carrier Licensing@ASRconnect.com. All lines of business, in all states, including their affiliate companies share one writing ID and must be placed through the same source; GA or Carrier-Direct.

Group Ancillary

Delta Dental

State(s):	WA
Target Market:	Dental, Vision
Group Size:	2+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer
Enrollment Changes:	Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Carrier Portal
Forms & Documents:	Carrier Portal
Plans & Benefits:	Carrier Portal
Carrier Support & Contact Information:	https://www.deltadentalwa.com/producer
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Equitable

State(s):	AK, ID, OR, WA
Target Market:	Dental, Vision, Life/AD&D, STD, LTD, Voluntary, EAP, Paid Family Leave, Accident, Hospital Indemnity, Critical Illness
Group Size:	2+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Enroll:	Carrier Portal
Renewals:	Carrier Provides Renewal to Producer
Enrollment Changes:	Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Carrier Portal
Forms & Documents:	Carrier Portal
Plans & Benefits:	Carrier Portal
Carrier Support & Contact Information:	EBCustomerService@Equitable.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

BCBS Global Solutions fka GeoBlue

State(s):	AK, ID, OR, WA
Target Market:	Ex-Pat International Health, Travel Medical
Group Size:	Minimum eligibility varies depending on the product
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	AncillaryRFP@ConnexionInsurance.com
Renewals:	CustomerService@bcbsGlobalSolutions.com
Enrollment Changes:	CustomerService@bcbsGlobalSolutions.com
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Broker Portal | Book of Business:	https://bcbsglobalsolutions.com/brokers/contact-us/
Forms & Documents:	https://bcbsglobalsolutions.com/
Plans & Benefits:	https://bcbsglobalsolutions.com/
Carrier Support & Contact Information:	CustomerService@bcbsGlobalSolutions.com
Requests for Proposals | Courtesy Quotes:	AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

LifeSecure

State(s):	WA
Target Market:	Long-Term Care
Group Size:	10+
Enrollment Deadlines:	15th for 1st of following month effective date
RFPs | Requests for Proposals:	AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Auto Renew
Enrollment Changes:	Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Carrier Portal
Forms & Documents:	Carrier Portal
Plans & Benefits:	Carrier Portal
Carrier Support & Contact Information:	Carrier Portal
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

MetLife

State(s):	AK, ID, OR, WA
Target Market:	Dental, Vision, Life/AD&D, STD, LTD, Voluntary, EAP, Accident, Hospital Indemnity, Critical Illness
Group Size:	2+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Mails to Producer and to GroupAncillary@ConnexionInsurance.com
Enrollment Changes:	Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Forms & Documents:	Carrier Portal
Plans & Benefits:	Seattle_Service@MetLifeService.com
Carrier Support & Contact Information:	Seattle_Service@MetLifeService.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Principal

State(s):	AK, ID, OR, WA
Target Market:	Dental, Vision, Life/AD&D, STD, LTD, Voluntary, EAP, Accident, Hospital Indemnity, Critical Illness
Group Size:	2+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer
Enrollment Changes:	Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Carrier Portal
Forms & Documents:	Carrier Portal
Plans & Benefits:	Carrier Portal
Carrier Support & Contact Information:	GroupBenefitsAdmin@principal.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Reliance Standard

State(s):	AK, ID, OR, WA
Target Market:	SmartChoice (Life, AD&D, STD, LTD, EAP)
Group Size:	2-19
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Auto Renew
Enrollment Changes:	Employer Portal - Carrier Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	GroupAncillary@ConnexionInsurance.com
Forms & Documents:	GroupAncillary@ConnexionInsurance.com
Plans & Benefits:	GroupAncillary@ConnexionInsurance.com
Carrier Support & Contact Information:	GroupAncillary@ConnexionInsurance.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Symetra

State(s):	AK, ID, OR, WA
Target Market:	Life, AD&D, STD, LTD, Voluntary, Accident, Critical Illness, Hospital Indemnity, EAP, FMLA, Paid Family Leave
Group Size:	100+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer
Enrollment Changes:	Group Initiated
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Contact your Carrier Account Manager
Forms & Documents:	Carrier Portal
Plans & Benefits:	Carrier Portal
Carrier Support & Contact Information:	Contact your Carrier Account Manager
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

The Hartford

State(s):	AK, ID, MT, OR, WA
Target Market:	Accident, Hospital Indemnity, Critical Illness, Life/AD&D, STD, LTD, Voluntary, EAP, Paid Family Leave
Group Size:	Minimum eligibility varies depending on the product
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer or to GroupAncillary@ConnexionInsurance.com
Enrollment Changes:	Employer View Portal
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Book of Business:	Contact Carrier
Forms & Documents:	Producer View Portal
Plans & Benefits:	Producer View Portal
Carrier Support & Contact Information:	2-99: GBPB_CustomerExperience_SeattleSanFrancisco@thehartford.com 100+: Contact your Carrier Account Manager
Requests for Proposals | Courtesy Quotes:	AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Transamerica

State(s):	AK, ID, OR, WA
Target Market:	Accident, Cancer, Hospital Indemnity, Critical Illness, Universal Life
Group Size:	2+
Enrollment Deadlines:	10th of the Month Prior to Effective Date
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	TEBcsproducers@transamerica.com
Enrollment Changes:	TEBcsproducers@transamerica.com
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Contact the Carrier
Forms & Documents:	https://www.transamerica.com/financial-pro
Plans & Benefits:	https://www.transamerica.com/financial-pro
Carrier Support & Contact Information:	TEBcsproducers@transamerica.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

VSP

State(s):	AK, ID, OR, WA
Target Market:	Vision
Group Size:	10+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer and to GroupAncillary@ConnexionInsurance.com
Enrollment Changes:	Carrier Portal > Click Employer
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Contact the Carrier
Forms & Documents:	VSPCentral@VSP.com
Plans & Benefits:	VSPCentral@VSP.com
Carrier Support & Contact Information:	VSPCentral@VSP.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com

Willamette

State(s):	ID, OR, WA
Target Market:	Dental
Group Size:	5+
Enrollment Deadlines:	Within the Last Two Weeks Prior to Effective
RFPs | Requests for Proposals:	Wired Quote or AncillaryRFP@ConnexionInsurance.com and cc your Connexion Sales Rep
Renewals:	Carrier Provides Renewal to Producer
Enrollment Changes:	Carrier Provides Link to Employer for Change Requests
Producer of Record Changes:	GroupAncillary@ConnexionInsurance.com
Producer Portal | Book of Business:	Contact Carrier
Forms & Documents:	WD.InsuranceList@WillametteDental.com
Plans & Benefits:	WD.InsuranceList@WillametteDental.com
Carrier Support & Contact Information:	Wd.InsuranceList@WillametteDental.com
Carrier Appointment:	AncillaryRFP@ConnexionInsurance.com