Word&Brown.

Carrier	Standalone	Alongside Another Carrier
♥aetna	1-4 enrolled employees: 60% participation rounded down 5+ enrolled employees: 25% participation	 1-4 California enrolled employees: 60% participation 5+ California enrolled employees: 25% participation and a minimum of 5 enrolling in California
Anthem. BlueCross	1-4 enrolled employees: 65% participation through Quarter 2 2021 effective dates 5+ enrolled employees: 25% participation through Quarter 2 2021 effective dates	Employees covered by the same employer on another group policy are not considered a valid waiver Another carrier's HMO or PPO plans can be sold alongside Anthem as long as Anthem receives the required participation
blue 🗑 of california	 70% participation for mirror plans 65% participation for off exchange plans 25% participation for off exchange plans available to groups of 5+ enrolling through December 31, 2021 0% participation for groups selecting Trio HMO only or Tandem PPO only plans with no end date Applies to Specialty Products 	Only one major medical carrier is allowed to be written alongside Blue Shield. Health exchanges are not eligible. MediExcel or SIMNSA can be written alongside as a third carrier The Mirror Package for Small Business cannot be offered alongside another carrier. At least 25% of the total number of eligible employees must enroll with no fewer than 5 enrolled. Blue Shield must be the sole carrier for dental, vision and life plans Employees covered by the same employer on another group policy are not considered a valid waiver
CaliforniaChoice* Your Health. Your Choice.*	1-2 eligible employees:100% participation 3+ eligible employees: 70% participation	Cannot be written alongside another carrier
Health Net [®]	Enhanced Choice A and Enhanced Choice B package: 70% with 1-5 eligible, 25% for 6+ eligible with a minimum of 5 enrolling Promotion will end 3/31/2021: No participation requirement for Salud Package with minimum of 2 enrolled. Waivers are not required for Salud Package Promotion through 6/15/2021: HMO Package: No participation or Participation Attestation Form required with 6+ active enrolling employees Waivers are not required Mix and Match any plans from the HMO networks for HMO Package promotion HSP, EnhancedCare PPO and Full Network PPO plans do not qualify for the HMO Package promotion	Another carrier's HMO or PPO plans can be sold alongside Health Net as long as Health Net receives the required participation Employees covered by the same employer on another group policy will not be considered a valid waiver on the Enhanced Choice A & Enhanced Choice B plans
KAISER PERMANENTE®	50% of eligible employees must be covered by a group plan	A minimum of 1 must enroll with Kaiser Permanente
UnitedHealthcare®	60% participation for all group sizes excluding valid waivers Uniform child enrollment is required. All enrolling children's Product Selection must match for each line of coverage Employees who are waiving due to enrolling as dependents under another employee at the same group are not considered valid waivers	Choice Simplified Package alongside to staff model carrier: 60% participation between the carriers with 5 CA employees enrolling with UHC is required Multi-Choice [®] State Package alongside to staff model carrier: 60% participation with UHC is required Eligible staff-models include: CCHP, KP, MediExcel, Sharp, SIMNSA, Sutter and WHA

This guide has been created as a quick reference and does not replace the full underwriting guidelines published by each carrier Please refer to the carrier guidelines for additional information

Northern California 800.255.9673 | Inland Empire 877.225.0988 | Los Angeles 800.560.5614 | Orange 800.869.6989 | San Diego 800.397.3381