

# How to receive the most-competitive Anthem Balanced Funding quote

Predictability and savings, all in one health plan

**Anthem Balanced Funding (ABF)** provides your clients with financial security, value, and flexibility, all in one health plan. It's a predictable health plan arrangement that rewards employers when their claims are lower than expected. Essentially, it's a self-funded health insurance plan that acts like a fully insured plan, with predictable, fixed monthly payments and a cap on financial responsibility.

Use the checklist and tips for success below to receive the most-competitive ABF quote.

## Checklist for competitive ABF quotes

The following information is needed to ensure you receive the most-competitive quote for ABF:

- ☐ Current and renewal rates, including rate component breakouts for groups that are currently self-funded, such as admin, rebate credits, individual stop loss premium, aggregate stop loss premium, or claim factors.<sup>1</sup>
- ☐ Plan designs for all current and renewal plans; summary plan documents are preferable to summary of benefits and coverage.
- ☐ Census information, including first and last name, ZIP codes, gender, date of birth, coverage tier, plan selection, and distinguishing label for employees and dependents.<sup>2</sup>
- ☐ Claims experience for the most recent 12- to 24-month period, including both claims and enrollment by month for groups that have it available.
- ☐ Large claim information, including dollar amount and diagnosis for the same period as the claims experience for groups that have it available.
- ☐ Current employer contribution rates and contribution strategy, such as 50% of employee-only rate.

Additional information similar to what is required for a fully insured quote would also be appropriate for an ABF quote, including:

- ☐ Competitive quotes already received.
- ☐ Any in-force additional lines of coverage (vision, dental, life, or disability) that could be considered with the ABF quote.
- ☐ Any economic factors impacting the group's current and/or future enrollment trends.
- ☐ The reason the group is out to bid.

Either the Group Risk Questionnaire or Individual Medical Questionnaire may also be required; your Anthem Sales representative can provide guidance.

The information listed above will help the Underwriting team develop a competitive quote for your client.

## Offer a health plan with end-of-year savings potential

ABF gives you a predictable, innovative health plan to offer your clients. We're here to help you build an Anthem Balanced Funding plan that makes sense for them. Visit the [Anthem Broker Hub](#) for marketing materials that can help you sell ABF to your clients.



<sup>1</sup> If renewal rates are unavailable at time of request for proposal, Underwriting will consider an illustrative quote.

<sup>2</sup> Underwriting will consider waiving first and last name, along with dependent information requirement, for groups that provide claims data.

In California Anthem Blue Cross is the trade name of Blue Cross of California, Inc. Also serving California: Anthem Blue Cross Life and Health Insurance Company. In 11 northeastern counties of New York Anthem Blue Cross is the trade name of Anthem Healthchoice Assurance, Inc., and Anthem HealthchoiceHMO, Inc., and Anthem Blue Cross HP is the trade name of Anthem HP, LLC. Independent licensees of the Blue Cross Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc.