



AGENT BULLETIN

Allied National - The Small Group Benefit Experts

July 2020

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Looking Forward to Allied National's Next 50 Years

As Allied National celebrates its 50th anniversary this year, its new partnership with 90 Degree Benefits opens a world of possibilities and provides a great new answer to the “Who is Allied National?” question.

Allied National has long been known as a family-owned business with more than 50 years' experience in group health benefits. Allied is now a jointly owned company operating as Allied National, a 90 Degree Benefits Company. 90 Degree Benefits, a health benefits company and subsidiary of Blue Cross Blue Shield of Alabama, acquired a majority ownership interest in Allied on June 18.



This partnership is a win-win situation for Agents, like you. The new partnership creates:

- **Added stability** – 90 Degree Benefits has 18 offices serving more than 425,000 members nationwide.
- **Continuity** – Allied will continue to be a leading provider of level-funded small group health plans and individual benefit plan administration.
- **Additional financial resources** – 90 Degree Benefits' size and financial assets will allow Allied to leverage its new size for better deals.

The bottom line is that Allied will be able to offer more plans and services to a broader market area across the nation and will be a long-term player and leader providing innovation in the industry.

Do you have questions about the partnership or about our group or individual plans? Please contact Sales Support at 888-767-7133 or sales@alliednational.com.

It's a Great Time to Sell Funding Advantage Plans

Allied National has been busy paving the way for agents like you to have the best-selling opportunities possible. We have added 14 new states, lowered rates for Funding Advantage plans and are giving immediate bonuses to agents for every new case sold. It doesn't get any better than this!

We have lowered rates by 10 to 20% in ALL states where Funding Advantage plans are offered, making for much easier sales. Plus, every agent can earn an IMMEDIATE bonus on EVERY new Funding Advantage case they sell. Bonuses will be paid on a per employee basis for new cases effective Aug. 1, 2020, through Feb. 1, 2021.

Learn about the bonus by viewing the short video below!



In addition, we have a flyer that can be downloaded from our [website](#) giving the details on the bonus. Visit our product availability [map](#) to see all the states where Funding Advantage is now available.

With all of these changes, now is the perfect time for you to make the most of selling Funding Advantage plans.

Pivot Health's Exciting News: New States & Bonus Opportunity



Ultimate Incentive Bonus Opportunity: This Bonus is EPIC! July 1 – Sept. 30

Help your clients find a custom health insurance package to fit their situation.

The Pivot Health product portfolio offers a variety of coverage options, extended plan durations in many states, and network advantages.

Beginning July 1, 2020, through Sept. 30, 2020, you can earn a bonus on all Short Term Medical products, Bridge to Medicare™, PivotCare Elite and PivotCare Economy. The bonus payout starts on the second submitted and approved application during the contest period. Here's a [flyer](#) with all the great details.

Quantum Short Term Medical

Pivot Health is excited to announce the release of our new Quantum plans, two short term medical (STM) plan designs that will utilize the Cigna PPO Network in most states. These new plans are available NOW in Louisiana and Ohio. Additional states will follow and we will update you as the states are released. Review the [brochure](#).

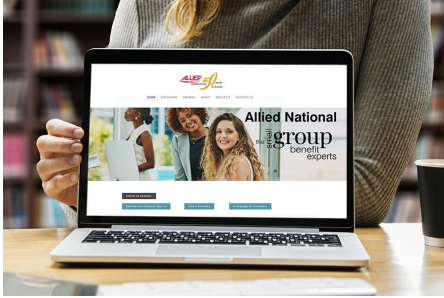
The Bridge to Medicare™

Exciting news for Oklahoma and Tennessee! The Bridge to Medicare™ plan from Pivot Health is now available to help pre-Medicare individuals find a budget-friendly health insurance solution. These plans feature deductible and coinsurance options along with the freedom to choose their provider.

Fresh, Fast & More Responsive- Allied's New Website

Allied National's [website](#), an important tool for agents who are looking for marketing support materials, has been redesigned.

Not only does the website have a new, fresher look, but its updated technology means faster loading



times, giving you quicker access to the information you need. We also improved mobile responsiveness. Blue Corona, a web marketing company, reports that consumers spend more than five hours a day on their smartphones, making it more imperative than ever that our information can be accessed from a smart phone any time of day.

In addition, we reorganized information to make it easier for your potential clients to find information about plans on the website. Other changes include:

- Moving the agent button to the center of the top buttons.
- Changing the Products category to Plans to better reflect Allied's offerings.
- Placing our most used buttons – the Self-Service Site Login, Find a Provider and Homepage for Provider buttons – in their own section so they can more easily be found.
- Keeping our COVID-19 news near the top of the page so that you and members can learn the latest news affecting their plans.
- The search button has been moved to the footer.

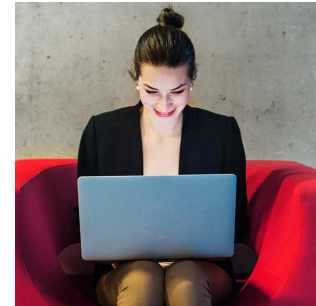
Plus, we've added two new features to keep you informed – our weekly [blog](#) and [newsroom](#) page. Stay updated on industry and health news with *The Allied Blog* (read more about the blog in this newsletter) and view recent press releases on our newsroom page. These features are located at the bottom of the homepage as well as under the About Us tab in the navigation bar.

Introducing: The Allied Blog

Allied National is excited to announce a new blog page filled with valuable content to share with your small employer clients.

The content of *The Allied Blog* covers a variety of topics for small employers such as:

- How an employer-sponsored health plan can help retain employees.
- How employers can support their employees' mental health during these unprecedented times.
- Company news and updates for General Agents.
- And so much more.



These weekly articles are a great way to stay updated on industry news and share valuable content with your clients. Plus, you can learn about unique benefit resources that some of our partner groups offer as part of our Allied Funding Advantage health plans.

Visit www.alliednational.com/blog and bookmark the page so it's easy for you to come back and read each week. If you like what you're reading, share our fresh content on your personal social media channels!

Quick Links



Sales Support

sales@alliednational.com



State Product



WINAllied Proposal Software

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