



Agent Bulletin

Allied National - The Small Group Benefit Experts

September 2021

Agent Home

Forms

Agent Resources

**WORTH
REPEATING**



What to Know This Month

Here's a list of what you can expect to read about in our agent newsletter this month. Take a look!

1. Allied celebrates 50 + 1 years!
2. Allied flourishes with 90 Degree Benefits
3. New lower rates
4. Beat the rush!
5. Learn about Allied plans
6. Read our blogs

Cheers to 50+1 Years as Allied National



On Friday, Sept. 17, 2021, Allied National employees finally had the opportunity to come together and celebrate the 50th anniversary of Allied. Due to the pandemic in 2020, we had to reschedule our celebration, hence the “+1” we added to our anniversary logo.

The celebration was held outside in the evening at the Kansas City Zoo. With more than 100 employees – plus their guests – in attendance there was not a dull moment to be had. Guests enjoyed the polar bear and penguin exhibits, a private sea lion show, a train ride around part of the zoo, a photobooth, as well as a magnificent slideshow shown during dinner which highlighted all the fun employees have had working at Allied over the past 50+1 years.

Allied's CEO Bill Ashley (right) said a few words during dinner, paying tribute to his parents who started the company as a brokerage in 1951. He also recognized

employees who have been with Allied National for 30 years or more. Sheila Herringdon, President at 90 Degree Benefits, expressed her gratitude for being part of the special event, and Michael Patterson, Chief Administrative Officer at Blue Cross Blue Shield of Alabama, gave a short motivational speech about taking care of each other so we can better take care of our agents and members.



The night concluded with employees visiting the gift table to retrieve their employee appreciation gift! Take a look at all photos from the event on our Facebook page.



[View Event Photos](#)



Allied Flourishes in Year One as a 90 Degree Benefits Company

It's been one year since Allied National rebranded from "Allied red" to "Allied blue" as a reflection of our partnership with 90 Degree Benefits.

90 Degree Benefits is one of the largest, most diverse Third-Party Administrators in the U.S., and a subsidiary of Blue Cross Blue Shield of Alabama.

Over the past year, this partnership has helped Allied become more well known to small employers across the country. We also have been able to lower rates for your clients and increase commissions for you.

"Being a 90 Degree Benefits Company has been a great step in the growth of Allied. We're now part of a nationally recognized brand with over 500,000 members nationwide," said Executive Vice President Gary Ashley. "This quickly answers the question of 'who is Allied' to our clients. It gains us access to contracts and relationships that will further enhance our growth going forward as we become one of the premier TPAs in the country."

New Lower Funding Advantage Rates!

When you asked for lower rates, we listened! Check out this short video from our Benefits Consultant, Randy Wehner, to see what's new at Allied! For more details contact your General Agent or call Allied's Sales Support at 888-767-7133.



Beat the Rush! Send in Requests for Quotes Now

Even before the Affordable Care Act forced many small group renewals into December and January, fourth quarter has been a hectic time for group health benefit agents.

This is a reminder to get your quotes in early in the fourth quarter. Allied already is seeing the start of the 4th quarter surge, so please get your quotes in before we see an even bigger rush near the end of the year.



New to Allied or not sure what type of plans we offer? Allied National has a lot to offer from group major medical plans with a **10% rate reduction effective November 1, 2021**, to individual health and dental plans. To help you figure out which products are available in your state, we have an interactive product availability map. We update this map on a regular basis so it pays to check it out periodically.

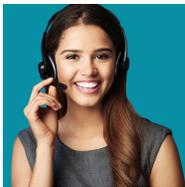
[Product Map](#)

Questions About Allied's Health Plans? We Can Help!

Small employers have shown interest in learning more about Reference-Based Pricing (RBP) – do you know how it works?

We have a very knowledgeable sales team that can help answer your questions! They can explain how Allied's Funding Advantage Freedom plans use RBP to lower group health benefit costs while giving members the freedom to see any provider.

This especially is a great time to introduce your clients to a Funding Advantage Plan because we're offering a **10% rate reduction** on both our Freedom and PPO plans. Let's kick off fourth quarter with a bang. Reach out to your General Agent or our Sales Support today!



Sales Support
800-821-6018
sales@alliednational.com

Learn More About
Funding Advantage

Read Our Blogs



Many of our topics posted to *The Allied Blog* address issues faced by small business employers. Bookmark our web address, alliednational.com/blog, and come back regularly for industry-related content!



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How Reference-Based
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Sales Support
sales@alliednational.com
Allied National
4551 W. 107th St., Suite 100
Overland Park, KS 66207
888-767-7133



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