

CalCPA Health is a program many brokers have been aware of for years. Those who aren't familiar with CalCPA Health should learn about them and start telling your clients about their benefit offerings.

### **Brokers Need to Know:**

- ✓ CalCPA Health is a California domiciled carrier who has been around since 1959 – providing excellent benefit plans to CPA and financial service firms of all sizes.
- ✓ Medical, Dental and Vision plans are available for more than CPAs. Learn more!
- ✓ CalCPA Health has very user-friendly HSA administration capabilities for employers and employees. They offer the largest selection of HSA plans in California.
- ✓ [7% commissions \(first & renewal\) 2-50 Small Group](#)

**What About Rate Stability?** How does an 8 Year Average Rate Action of 3.5% Sound?

**What About Networks?** CalCPA Health uses Anthem's large group Prudent Buyer Network for their small groups, one of the broadest available. They offer HSA, PPO, HMO, and EPO plans. (Overview of CalCPA Health)

- **If your clients meet the industry/membership criteria for CalCPA Health, you owe it to them to run a proposal for them.**
- **Visit [www.CalCPAHealth.com/CalBroker](http://www.CalCPAHealth.com/CalBroker) to run a quote.**

#### **TIP: Want to increase your book of business?**

#1 Ask every one of your group benefits clients who their CPA is. CPAs are great leads and clients because they have their business clients for you to network and prospect from.

#2 Ask who their Financial Services Firm is? Many CFPs, CFA's, etc., are leads too.

A wide swatch of the public accounting and financial service industries may qualify for CalCPA Health and with your connection and referral to them, they can start saving on their premiums and you win a new client.

[www.CalCPAHealth.com/CalBroker](http://www.CalCPAHealth.com/CalBroker)