

JULY 2017 BROKER BLAST

To Our Valued Partners,

The fourth quarter rush is almost at our doorstep. Around this same time last year we were writing to you touting our service, process, and product enhancements.



Change breeds opportunity. This opportunity provides your clients with a competitive health plan option that challenges the status quo.

At this time last year, the **Affiliated Physicians and Employers Health Plan (APEHP) MEWA** had approximately 22,000 members. We are proud to announce that APEHP has now exceeded 36,000 members, and growing. More than 2,500 New Jersey employers have entrusted the APEHP as their health plan of choice. The APEHP is gaining market share, growing their brand, and maintaining a solid financial backbone.

What's to expect for the remainder of the year?

- October 2017 renewal and 4th Quarter new business rates will be released this week.
- Introduction of enhanced online capabilities through our proprietary "Quote-to-Card" enrollment system
- Continued white glove service and support

Looking for ways to save your groups and members money?

- Check out our Community Care Network Plans (M/N/X/Y) which includes 16 hospitals and affiliated physicians in Central to Northern New Jersey, where cost and quality meets affordability. For more information visit [Community Care Network](#).
- Encourage your groups to inform their members about the benefits and ease of access to the telemedicine program through MDLive for non-emergent care. Visit [MDLive](#) for member registration.
- Your clients and members can receive a financial incentive for completing health actions. For more information, visit [Wellness Program](#).
- Offer High Deductible Plans and save with adding a HRA/FSA at no additional PEPM. Employer setup and renewal fee will be applicable.

Do you want to earn extra income?

In support of our new **Community Care Network (CCN) Plans** (M/N/X/Y), the APEHP is paying a broker bonus for new CCN membership. If you sell a minimum of 10 employees (can be in one group or multiple groups) the APEHP will pay you a one-time bonus of \$45 per employee for your hard work.

The APEHP is positioned very well for the fourth quarter from a price, member choice, and service perspective. We want the APEHP to continue to be your first consideration when looking to switch your groups to a long term sustainable strategy. We are here to support you.

Thanks for being a great partner,

Rob Saphow

Assistant Vice President, Business Development