

1. BUILDING YOUR BUSINESS WITH CONNECTICARE® SOLO

Attractive Commissions

With our new portfolio of plan designs, ConnectiCare SOLO is a more attractive solution than ever for individuals and their families. Our membership growth in the individual market would not be possible without our producer community, and we thank you for your continued support of ConnectiCare SOLO. To recognize your sales success, we are pleased to offer an attractive commission schedule.

See our Commission Brochure for details.

www.connecticare.com: The Easiest Way To Sell ConnectiCare SOLO

If you're not using our secure producer website to sell ConnectiCare SOLO and manage your accounts, you're missing an opportunity. Time is money, and conducting your individual business online makes everything faster and easier.

Just go to www.connecticare.com and click on "Producers." Log in to the secure section of the producer site (it only takes a minute to register for

access) and click "Solo/Individual." Once you're online, all of these capabilities are at your fingertips, any time of the day or night:

- Get fast quotes for prospective business
- Send full proposals by e-mail or fax
- View and print rate tables – sort by plan and rating area
- Check real-time status of applications and make renewal changes
- Manage your book of business in "My Accounts"
- Manage eligibility
- View/print billing invoices
- Download policyholder and member rosters
- Download and send forms
- Order materials and brochures

Individuals can also obtain a quote and submit an application online. Producers can use this tool to complement their work with their clients. Be sure your client selects you as part of the application process.

More Affordability, More Selection

We know that now more than ever, your clients in the individual market are demanding more choices to fit their monthly budget. That's why we have enhanced the ConnectiCare SOLO portfolio to provide more affordability and a greater selection of price points.

Using our diverse menu of benefit designs and cost-share amounts, you can help your clients pick the plan that provides the right balance of coverage and cost control to meet their needs. Choose from a variety of cost-share and coverage options for:

- POS Hospital Deductible plans
- POS Upfront Deductible plans; and
- High-Deductible Health Plans compatible with Health Savings Accounts.

Information on our plan portfolio, begins on page 9.

Your Support Team

To help you make the sale and build your business, our ConnectiCare SOLO Agent Sales & Service Representatives are at your service to provide expertise and assistance, from the initial proposal through policy renewal.

Our dedicated team strives to help keep your ConnectiCare SOLO business running smoothly, providing the kind of personal service that ConnectiCare is known for.

To reach one of our SOLO Agent Sales & Service Representatives, call 1-800-723-2986.

