

Top 10 reasons to sell Anthem



1 California coverage like no other

It starts with our networks that include a huge number of top-tier doctors and hospitals in California and across the U.S. as well as throughout the world through the BlueCard® and Blue Cross Blue Shield Global Core programs. Our **Blue Distinction** program helps members choose hospitals for excellent care, faster recovery times and lower costs.

92% of U.S. doctors and

96% of U.S. hospitals in BlueCard network

87% of doctors and

89% of hospitals in CA network

59,000 + doctors and

400 acute care hospitals in CA network

We're transforming care by rewarding primary care doctors for spending more time with patients and coordinating their care. It's called **Enhanced Personal Health Care** and the results are better care, better health and lower costs.¹



Up to 6% improvement
in members getting preventive care



Between 6% and 32%
fewer potentially avoidable hospital admissions



A 12% average decrease
in potentially avoidable emergency room visits

2 All kinds of plans to fit all types of budgets and needs

With so many choices and plan designs that have cost savings and wellness programs built in (including network options for more savings), your clients will find the perfect plan to make them and their employees happy and healthy.



3 We're easy to do business with

We love giving your clients some time back in their day with our easy administrative tools:

- **Enrollment Census Tool** for fast and accurate enrollments the first time
- **Electronic and online enrollments** are easy to set up, easy to monitor and 100% paperless
- **Electronic files** have one simple file for updates
- **Real-time enrollments** for instant enrollment and feedback

4 Dental, vision, life and disability plans that team up with our medical plans

It's our **Whole Health Connection** that has our plans and providers working together for a holistic approach to care. Ask us about:

- **Life and disability:** Superior service, caring staff, support services and quick payment of claims
- **Dental Complete:** One of the largest PPO networks in California, with discounts averaging 33%²
- **Blue View Vision:** America's largest vision network, with more than 36,000 providers at private practices and popular retail locations like:



1800 contacts®

PEARLE VISION



LENSCRAFTERS



5 A convenient and easy mobile app

Members can access their health plan information on their mobile device through our **Anthem Anywhere** app to:

- **Search for a doctor**, specialist, urgent care center or hospital, and get directions to them.
- **Check claims** and manage medicines.
- **Pull up an electronic version** of their member ID card.

6 Care that's more convenient than ever

Members get the care they need when they need it with:

- **Telemedicine** through **LiveHealth Online**. Members see board-certified doctors and licensed therapists using a mobile device or a computer with a webcam, 24/7. Doctors treat common concerns like cold and flu symptoms and allergies and can prescribe medicine, if needed.³ Therapists can be seen by appointment in four days or less.
- **House calls and work calls**, through **HEAL**, our partner for on-demand house calls and onsite care in select counties throughout the state. HEAL doctors arrive within two hours and charge the same rate as doctors in the plan charge for a standard office visit.

7 Health and wellness for all

More than 40 health and wellness programs for people with all types of health needs — from the super healthy to those needing immediate support:



MyHealth Advantage is an outreach program that looks at members' health data, then sends messages to help them stay current with their care and save money.



ConditionCare helps members with chronic conditions by giving them personal support and 24/7 access to health professionals.



24/7 NurseLine lets members speak with a licensed, registered nurse who can answer general health questions.



Time Well Spent® Employer Toolkit helps clients build a healthier, more productive workforce through tools and resources at anthem.timewellspent.com.

8 A special website for your clients' eyes only

Employers can sign in to **EmployerAccess** and manage their health plan quickly, easily and securely for things like:

- **Plan administration** to add new members and dependents, view plan benefits and details, and add or change employee coverage.
- **Billing information** so they can view and pay bills and see adjustments and summary history.

9 A dedicated account service team

Professionals are on board to help your clients and you keep plan administration running smoothly. Here are the teams:



Account managers and sales retention executives help with renewal support.⁴



Sales support specialists take care of enrollment and billing, EmployerAccess support and claims assistance.⁴



Broker sales support does broker of record change submission and status, book of business transfers, renewal requests, rates, ID cards, claims assistance, status of new sale submissions and enrollment verification.



Customer Service staff is ready to help answer any questions.

10 Pharmacy benefits with inventive ways to save

Our pharmacy plans give you more options than ever:

- **Integrated benefits** help to target members with messages about cost savings, gaps in care, etc.
- **Extensive access** through drug lists with hundreds of brand-name and generic drugs and over 70,000 retail pharmacies nationwide
- **Cost-savings** thanks to the Select Drug List, which includes drugs in every category and class that meet or exceed Affordable Care Act requirements and many generic alternatives

Like to know more?

Great! Just contact your account representative.

¹ Anthem internal data. Results from Enhanced Personal Health Care program year one.

² Anthem Dental, 2015.

³ Prescription availability is defined by physician judgment and state regulations.

⁴ Available to ACE brokers who qualify based on sales and retention activity.