

# **2026 Virtual Broker Training**

**Access Health Connecticut** 



# **Agenda**

# Topics We'll Cover Today

- Broker Support Team Introductions
- Plan Management
- Training & Noverant LMS
- Broker Portal Enhancements & Broker 101
- Small Business & ICHRA
- Health Equity & Outreach
- Marketing



# **Broker Support Team**

Introductions



Debra Eastman

#### **Enrollment Manager**

 Manages the Broker & CAC Support Team





# Broker & CAC Support Supervisors

# **Team Supervisor**



GiGi Garcia

**Team Lead** 



**Barton Graham** 



# Support Representatives



Janette Gonzalez



**Stephany Manzueta** 



**Alexandra Rivera** 



# Plan Management



# On-Exchange Plan Offerings for Individual & Small Group

Plan Year 2026
Plan Management, October 2025



# 2026 Participating Health and Dental Carriers

**Individual Health Issuers** 



**Small Group Health Issuers** 



**Individual Dental Issuers** 





# Plan Types and Health Plans Offered

**Health Maintenance Organization (HMO):** Must select a primary care physician (PCP) and utilize in-network doctors. Referrals are required to see a specialist.

**Point of Service (POS):** May be required to select a primary care physician (PCP) and referrals may be required to see a specialist. Out-of-network doctors are covered at a higher copay or coinsurance amount.

**Preferred Provider Organization (PPO):** PCP selection and referrals are not required. Out-of-network doctors are covered at a higher copay or coinsurance amount.

Health Plans Metal Level	Actuarial Value	Individual Market	Small Group Market
Catastrophic	60%	2	0
Bronze	60%	10	2
Silver	70%	3	2
Gold	80%	7	1
Platinum	90%	0	1
Total Plans		22	6

- Preventive services are at no cost to the consumer.
- Pediatric Dental benefits are included in MOST health plans.
- If a plan marketing name includes "dental" and/or "vision", it is referring to "Adult Coverage".



# Plan Types and Dental Plans Offered

All Dental plans offered are **Preferred Provider Organization** (**PPOs**), offering In and Out-of-Network coverage. Out-of-network doctors are covered at a higher copay or coinsurance amount.

# Plans offer different levels of "Adult" benefits to meet consumer needs.

- All plans include Diagnostic & Preventive Services.
- Consumers can purchase plans that also include:
  - Basic Services or
  - Basic and Major Services.
- Orthodontic Services for Adults is not covered.

Diagnostic & Preventive Services – Oral Exams, X-Rays & Cleanings
Basic Services – Filings and Simple Extractions
Major Services – Surgical Extractions, Root Canal, Crowns, and Dentures

- Pediatric Dental is included in ALL dental plans.
- Pediatric coverage includes the three benefits listed under the Adult coverage, plus Orthodontic Services.
- Dental plans can be purchased with or without purchasing a medical plan and by Medicare eligible/enrolled individuals.
- CT law extends pediatric dental to dependent under the age of 26.

Dental Plans Adult Coverage Level	Individual Market
Preventive Care Only	3
Preventive & Basic Restorative	2
Preventive, Basic & Major Restorative	5
Total Plans	10



# What is a Standard plan?

#### A Standard plan:

- o Offers consistent benefits/cost sharing amounts across all carriers.
- o Is available under all metal levels.
- o Includes "Standard" in the plan name.
- o Only applies to Individual health and dental plans.



Differences will be in monthly premiums, provider network, and drug formularies.







# Important Takeaways

#### **Before selecting a Health plan:**

- o Confirm providers & pharmacies are In-Network.
- Confirm prescription drugs are covered.
- Identify if the plan offers commonly used services before the deductible.
  - If it does, this means you do not need to meet the deductible first. You will only have to pay the copay or coinsurance amount for that service.
- Be aware that not all health plans include Pediatric Dental in 2026.
- If Dental or Vision is included in the marketing name, this is referencing adult coverage, not pediatric.



#### **Anthem - Individual Health Plans**

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action for 2026	Plan Marketing Name All Plans offer in 2026	Notes
	New	Bronze HMO Pathway Enhanced	Excludes Pediatric Dental
Catastrophic HMO Pathway Enhanced	Renew Plan	Catastrophic HMO Pathway Enhanced	
Bronze HMO Pathway Enhanced with Adult Dental and Vision Benefits	Renew Plan	Bronze HMO Pathway Enhanced with Adult Dental and Vision Benefits	
Bronze PPO Standard Pathway	Renew Plan	Bronze PPO Standard Pathway	
Bronze PPO Standard Pathway HSA	Renew Plan	Bronze PPO Standard Pathway HSA	
Silver PPO Standard Pathway	Renew Plan	Silver PPO Standard Pathway	
Gold HMO Pathway Enhanced with Adult Dental and Vision Benefits	Renew Plan	Gold HMO Pathway Enhanced with Adult Dental and Vision Benefits	
Gold PPO Pathway with Adult Dental and Vision Benefits	Renew Plan	Gold PPO Pathway with Adult Dental and Vision Benefits	
Gold PPO Standard Pathway	Renew Plan	Gold PPO Standard Pathway	
Catastrophic HMO Pathway Enhanced	Crosswalk - Catastrophic Age Outs	Bronze HMO Pathway Enhanced	
Bronze PPO Pathway with Adult Dental and Vision Benefits	Crosswalk - New HIOS ID	Bronze PPO Pathway with PreventiveRx HSA	Excludes Pediatric Dental
Bronze PPO Pathway HSA	Crosswalk - New HIOS ID	Bronze PPO Pathway with PreventiveRx HSA	Excludes Pediatric Dental
Gold PPO Pathway	Crosswalk - New HIOS ID	Gold PPO Pathway	Excludes Pediatric Dental

- New Bronze HMO plan excludes Pediatric Dental.
- Enrollees in discontinued plans have been mapped to a new plan.
- Health plans with "Dental and Vision" in plan name is referring to adult benefits only, not pediatric coverage.
- Pediatric Dental coverage has been removed from some health plans.
- Elective Abortion coverage is included under the Standard plans only.



#### **Anthem – Small Group Health Plans**

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
Gold Pathway CT PPO	Renew Plan	Gold Pathway CT PPO	
Silver Pathway CT PPO	Renew Plan	Silver Pathway CT PPO	
Silver Pathway CT PPO w HSA	Renew Plan	Silver Pathway CT PPO w HSA	
Bronze Pathway CT PPO w HSA	Renew Plan	Bronze Pathway CT PPO w HSA	
Bronze Pathway CT PPO	Renew Plan	Bronze Pathway CT PPO	
Platinum Pathway CT PPO	Renew Plan	Platinum Pathway CT PPO	

- All health plans include:
  - Pediatric Dental, including dentally necessary Orthodontia;
  - Adult Vision Care;
  - Elective Abortion coverage.



#### **Anthem - Individual Dental Plans**

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
Anthem Dental Family Value	Renew Plan	Anthem Dental Family Value	
Anthem Dental Family	Renew Plan	Anthem Dental Family	
Anthem Dental Family Enhanced	Renew Plan	Anthem Dental Family Enhanced	
Anthem Dental Family Preventive	Renew Plan	Anthem Dental Family Preventive	

- All dental plans include Pediatric Dental, including dentally necessary Orthodontia.
- All dental plans exclude Orthodontia for adults.



## Provider Networks - Anthem

#### **Health - Individual and Small Group**

- PPO & HMO Networks are Statewide.
- Pharmacy network includes CVS, Wal-Mart, Costco, and most independent pharmacies.
- Pharmacy network excludes Walgreens, Walgreens-owned pharmacies, and some independents.
- Plans with vision utilize Anthem's Blue View Vision network.
- Out of country coverage covers emergencies only.
- HMO plans cover emergencies/urgent services when out-of-network.

#### **Dental - Individual**

- Network is National.
- Out of Country covered services are reimbursed as out-of-network benefits.



#### ConnectiCare Benefits, Inc. (CBI) - Individual Health Plans

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
Choice Gold Standard POS	Renew Plan	Choice Gold Standard POS	
Choice Bronze Standard POS	Renew Plan	Choice Bronze Standard POS	
Choice Bronze Standard POS HSA	Renew Plan	Choice Bronze Standard POS HSA	
Choice Silver Standard POS	Renew Plan	Choice Silver Standard POS	
Choice Catastrophic POS with Dental	Renew Plan	Choice Catastrophic POS with Dental and Vision	Added Adult Vision
Choice Bronze Alternative POS with Dental	Renew Plan	Choice Bronze Alternative POS with Dental and Vision	Added Adult Vision
Choice Gold Alternative POS	Crosswalk - New HIOS ID	Choice Gold Alternative POS	Same plan
Choice Catastrophic POS with Dental	Crosswalk - Catastrophic Age Outs	Choice Bronze Standard POS HSA	

- All health plans include:
  - Pediatric Dental, including dentally necessary Orthodontia;
  - Adult Vision coverage;
  - Elective Abortion coverage.
- Health plans with "Dental and Vision" in plan name is referring to adult benefits only, not pediatric coverage.



# Provider Networks - ConnectiCare Benefits, Inc. (CBI)

#### Health - Individual

- Network is Statewide.
- Pharmacy network includes over 65,000 retail pharmacies, including CVS and Walgreens.
- New for 2026
  - Home delivery of prescriptions will be available through CVS Caremark.
  - Vision services are managed by VSP.
  - Delta Dental replaced Healthplex
  - Out of country coverage for emergencies is no longer covered.



## ConnectiCare Insurance Company Inc (CICI) - Individual Health Plans

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
Value Gold Standard POS	Renew Plan	Value Gold Standard POS	
Value Silver Standard POS	Renew Plan	Value Silver Standard POS	
Value Bronze Standard POS	Renew Plan	Value Bronze Standard POS	
Value Bronze Standard POS HSA	Renew Plan	Value Bronze Standard POS HSA	

- All health plans include:
  - Pediatric Dental, including dentally necessary Orthodontia;
  - Adult Vision coverage;
  - Elective Abortion coverage.



#### ConnectiCare Insurance Company Inc (CICI) - Individual Dental Plans

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
ConnectiCare Standard Dental Plan	Renew Plan	ConnectiCare Standard Dental Plan	
ConnectiCare Basic Dental Plan	Renew Plan	ConnectiCare Basic Dental Plan	

- All plans include Pediatric Dental, including dentally necessary Orthodontia.
- Plans exclude Orthodontia for adults.



# Provider Networks - ConnectiCare Insurance Company Inc (CICI)

#### Health - Individual

- Network is Statewide.
- Pharmacy network includes over 65,000 retail pharmacies, including CVS and Walgreens.
- New for 2026
  - Home delivery of prescriptions will be available through CVS Caremark.
  - Vision services are managed by VSP.
  - Delta Dental replaced Healthplex
  - Out of country coverage for emergencies is no longer covered.

#### **Dental - Individual**

- Delta Dental replaced Healthplex
- Network is Statewide.
- No out of country coverage.



#### **Guardian-Individual Dental Plans**

Plans Marketing Name All Plans offered in 2025	Issuer Renewal Action	Plan Marketing Name All Plans offer in 2026	Notes
	New	Guardian Essentials for Families and Individuals	
	New	Guardian Preventive Plus for Families and Individuals	
	New	Guardian Preventive for Families and Individuals	
	New	Guardian Standard for Families and Individuals	

#### **Highlights**

- All plans include Pediatric Dental, including dentally necessary Orthodontia.
- Plans exclude Orthodontia for adults.

#### **Provider Network**

- National network.
- No out of country coverage.



# **Pricing**



Anthem Individual Plans	Metal Type	Renewal Rate Change
Catastrophic HMO Pathway Enhanced	Catastrophic	7.2%
Bronze HMO Pathway Enhanced with Adult Dental and Vision Benefits	Bronze	8.2%
Bronze PPO Standard Pathway HSA	Bronze	13.3%
Bronze PPO Standard Pathway	Bronze	14.7%
Silver PPO Standard Pathway	Silver	15.1%
Gold HMO Pathway Enhanced with Adult Dental and Vision Benefits	Gold	11.3%
Gold PPO Pathway with Adult Dental and Vision Benefits	Gold	11.8%
Gold PPO Standard Pathway	Gold	6.1%
Bronze PPO Pathway with PreventiveRx HSA	Bronze	New
Bronze HMO Pathway Enhanced	Bronze	New
Gold PPO Pathway	Gold	New

CBI Individual Plans	Metal Type	Renewal Rate Change
Choice Catastrophic POS with Dental and Vision	Catastrophic	6.3%
Choice Bronze Standard POS	Bronze	5.4%
Choice Bronze Standard POS HSA	Bronze	17.1%
Choice Bronze Alternative POS with Dental and Vision	Bronze	10.4%
Choice Silver Standard POS	Silver	25.6%
Choice Gold Standard POS	Gold	3.5%
Choice Gold Alternative POS	Gold	New

Anthem Small Group Plans	Metal Type	Renewal Rate Change
Bronze Pathway CT PPO	Bronze	5.1%
Bronze Pathway CT PPO w/HSA	Bronze	10.8%
Silver Pathway CT PPO	Silver	13.2%
Silver Pathway CT PPO w/HSA	Silver	11.8%
Gold Pathway CT PPO	Gold	11.7%
Platinum Pathway CT PPO	Platinum	6.5%

CICI Individual Plans	Metal Type	Renewal Rate Change		
Value Bronze Standard POS	Bronze	1.1%		
Value Bronze Standard POS HSA	Bronze	12.3%		
Value Silver Standard POS	Silver	22.7%		
Value Gold Standard POS	Gold	2.9%		



# DENTAL

Plan Name		P	2025 remium Rate	2026 Premium Rate		% Change
Anthem Dental Family	Pediatric	\$	31.76	\$	31.76	0.0%
Anthem Dental Family	Adult	\$	34.88	\$	34.01	-2.5%
Anthem Dental Family Enhanced (Standard Plan)	Pediatric	\$	36.00	\$	36.00	0.0%
Anthem Dental Family Enhanced (Standard Plan)	Adult	\$	57.98	\$	57.98	0.0%
Anthem Dental Family Value	Pediatric	\$	31.76	\$	31.76	0.0%
Anthem Dental Family Value	Adult	\$	24.80	\$	23.56	-5.0%
Anthem Dental Family Preventive	Pediatric	\$	31.76	\$	31.76	0.0%
Anthem Dental Family Preventive	Adult	\$	18.97	\$	17.07	-10.0%
CICI Standard Dental Plan	Pediatric	\$	71.32	\$	60.17	-15.6%
CICI Standard Dental Plan	Adult	\$	71.32	\$	62.53	-12.3%
CICI Basic Dental Plan	Pediatric	\$	24.82	\$	58.72	136.6%
CICI Basic Dental Plan	Adult	\$	24.82	\$	26.95	8.6%

Plan Name		Fa	irfield	F	Hartford	Li	itchfield	N	/liddlesex	New Haven	Ne	w London	-	Tolland	Wi	indham
Guardian Essentials for Families and Individuals	Pediatric	\$	36.06	\$	34.15	\$	29.82	\$	37.58	\$ 33.93	\$	31.58	\$	33.02	\$	31.51
Guardian Essentials for Families and Individuals	Adult	\$	34.07	\$	32.27	\$	28.18	\$	35.51	\$ 32.06	\$	29.84	\$	31.20	\$	29.77
Guardian Preventive Plus for Families and Individuals	Pediatric	\$	36.06	\$	34.15	\$	29.82	\$	37.58	\$ 33.93	\$	31.58	\$	33.02	\$	31.51
Guardian Preventive Plus for Families and Individuals	Adult	\$	25.55	\$	24.20	\$	21.14	\$	26.63	\$ 24.05	\$	22.38	\$	23.40	\$	22.33
Guardian Preventive for Families and Individuals	Pediatric	\$	36.06	\$	34.15	\$	29.82	\$	37.58	\$ 33.93	\$	31.58	\$	33.02	\$	31.51
Guardian Preventive for Families and Individuals	Adult	\$	23.00	\$	21.78	\$	19.03	\$	23.97	\$ 21.65	\$	20.14	\$	21.06	\$	20.10
Guardian Standard Plan for Families and Individuals	Pediatric	\$	46.95	\$	44.46	\$	38.82	\$	48.93	\$ 44.17	\$	41.11	\$	42.99	\$	41.02
Guardian Standard Plan for Families and Individuals	Adult	\$	73.57	\$	69.69	\$	60.85	\$	76.68	\$ 69.23	\$	64.44	\$	67.38	\$	64.29



# **Plan Information**



## Plan Information Quiz

How do you find plans with less out-of-pocket costs for your consumers?

Answer: Look for services where the deductible does not apply!

We have created useful documents for you to compare plans. All services not subject to the deductible have been highlighted for easy identification.

Is Pediatric Dental included in all plans for 2026?

**Answer: No** 

If the plan marketing name includes Dental or Vision, who does this coverage apply to?

**Answer: Adults only** 

Is it possible to have duplicate dental coverage?

Answer: Yes. Always confirm if adult/pediatric dental is also included within the medical planealth

## Plan Information Quiz

If a consumer requires care from a specific provider; what should you have them do before enrolling in a plan?

Answer: check the Carrier's website to confirm physician participation.

Are Medicare eligible consumers allowed to purchase a Stand-Alone Dental Plan?

Answer: Yes! Being Medicare eligible does not make you ineligible for dental plans offered through the exchange.

When shopping for a plan, should consumers only focus on deductibles and monthly premiums?

Answer: While both are important, a consumer should also consider how they will utilize healthcare during the year.

Selecting a plan with a higher monthly premium but with commonly used services that are pre-deductible could be a better option. We strongly recommend looking at the total healthcare costs (monthly premiums + cost share amounts + applicability of deductible + deductible amount.

access health

# Plan Documents by Metal Level

		_											
2026 Individual Bronze Health Plans	Carrier Name	All Issuers Standard Plan*	All Issuers Standard Plan*	Anthem		Anthem	СВІ						
	Plan Name	Anthem Bronze PPO Standard Pathway; CBI Choice Bronze Standard POS; CICI Value Bronze Standard POS	Anthem Bronze PPO Standard Pathway HSA; CBI Choice Bronze Standard POS HSA; CICI Value Bronze Standard POS HSA	Bronze PPO way II	Bronze HMC	Bronze HMO Pathway Enhanced	Choice Bronze Alternative POS with Dental and Vision						
	Plan Type	**	**	PPC	HMO	HMO	POS						
	Services Covered Out-of-Network?	Yes	Yes		No	No	Yes						
	Preventive Care - (Annual Check Up)		Copay, deductible does not apply										
	Well Baby Visits and Care	\$0 opay, deductible does not apply											
Office Visits	Primary Care Visit (To Treat an Illness or Injury)	\$50.00 Copay, deductible does not apply	20.00% Coin fer deduct	0.0 pay alver deductible	\$70.00 Copay, deductible does not apply	\$70.00 Copay, deductible does not apply	\$50.00 Copay, deductible does not apply						
	Specialist Visit	\$70.00 Copay after deductible	90% Coinsura afte	\$10,00 Copay after deductible	\$90.00 Copay after deductible	\$90.00 Copay after deductible	\$70.00 Copay after deductible						
	Mental/Behavioral Health Office Visit	\$50.00 Copay, deductible does not apply	Ob surance	25.00% Coinsurance after deductible	\$90.00 Copay after deductible	\$90.00 Copay after deductible	\$50.00 Copay, deductible does not apply						
	Substance Use Disorder Office Visit	\$50.00 Copa ble	100 after deductible	25.00% Coinsurance after deductible	\$90.00 Copay after deductible	\$90.00 Copay after deductible	\$50.00 Copay, deductible does not apply						
Labs & Radiology	Advanced Radiology (CT/PET Scans, MRIs)	\$75.00 Co after	2 % Coinsurance after deductible	25.00% Coinsurance after deductible	\$75.00 Copay after deductible	\$75.00 Copay after deductible	45.00% Coinsurance after deductible						
	Laboratory Services	\$20.00 Copay, deductible does not apply	20.50% Coinsurance after deductible	25.00% Coinsurance after deductible	\$20.00 Copay after deductible	\$20.00 Copay after deductible	\$25.00 Copay after deductible						
	Non-Advanced Radiology (X-rays and Diagnostic)	\$40.00 Copay afts	20.00% Coinsurance after deductible	25.00% Coinsurance after deductible	\$40.00 Copay after deductible	\$40.00 Copay after deductible	45.00% Coinsurance after deductible						
	Mammography Ultrasound (Non-preventive)	\$20.00 Copay after deductible	20.00% Coinsurance after deductible	25.00% Coinsurance after deductible	\$20.00 Copay, deductible does not apply	\$20.00 Copay, deductible does not apply	45.00% Coinsurance after deductible						
เหติร	Tier 1 - Generic Drugs	\$15.00 Copay, deductible does not apply	20.00% Coinsurance after deductible	\$30.00 Copay after deductible	\$20.00 Copay, deductible does not apply	\$20.00 Copay, deductible does not apply	\$30.00 Copay, deductible does not apply						
	Tier 2 - Preferred Brand Drugs	\$50.00 Copay, deductible does not apply	25.00% Coinsurance after deductible	25.00% Coinsurance after deductible	\$75.00 Copay, deductible does not apply	\$75.00 Copay, deductible does not apply	\$100.00 Copay after deductible						

# **Training & Noverant LMS**



# Certification Instructions for Brokers Open Enrollment 2026







- All about Annual Certification
- Steps and instructions to complete Certification
- How to use the Learning Management System (LMS) to:



- Update Profile
- Review Agreement and Sign Off
- Complete eLearning
- Complete Assessment



# **Annual Certification**

Annual Broker Certification is now available online for Open Enrollment 2026. Open Enrollment begins November 1 and ends January 15, 2026.

The 2026 Certification requires that you complete your training using the Access Health CT Learning Management System (LMS). To be certified, you must complete all the assigned Training and pass the Assessment with a score of 80% or higher.

Please note that you must certify with AHCT in the Fall of 2025 to write business for 2026 Qualified Health Plans and Dental Plans.

There are 2 paths of certification for Brokers:

- Brokers who are certifying for the 4<sup>th</sup> consecutive year or more will receive a condensed curriculum.
- Brokers who are certifying for the 3<sup>rd</sup> year or less and Broker Academy participants will receive the full broker curriculum.

If you have questions specific to the annual certification online trainings or your login for the LMS, please email the Learning Center at <u>LearningCenter.AHCT@ct.gov</u>.





# Steps Towards Certification



- 1. Your agreement with AHCT is available now in the Learning Management System (LMS).
- 2. You should have received a "Welcome" email from our LMS, which will allow you to access the LMS. The email would be from <a href="mailto:ahct@noverant.com">ahct@noverant.com</a> (Noverant is the company name of our LMS.) You might want to check your Junk or Spam folders. If you still can't find it, send an email to <a href="mailto:LearningCenter.AHCT@ct.gov">LearningCenter.AHCT@ct.gov</a>.
- 3. Use the link in the email and log into the LMS using your username and temporary password that was provided in the email. See the next slide.



# LMS Login

- a) To Login to the LMS enter:
- **Username** (which is your email address)
- Password (from the email you received)
- Click Sign In
- b) Use the **Forgot Password?** link to receive a new password, if:
  - You forgot your password,
  - Your password has expired, or
  - You never received a temporary password.
- c) You will be prompted to create a new password and login with the new password.



**Note:** Click the link to review the **Privacy/Terms of Use** policies.

If you run into an issue or need assistance with logging into the system, click **Support**.



#### **Steps Towards Certification**

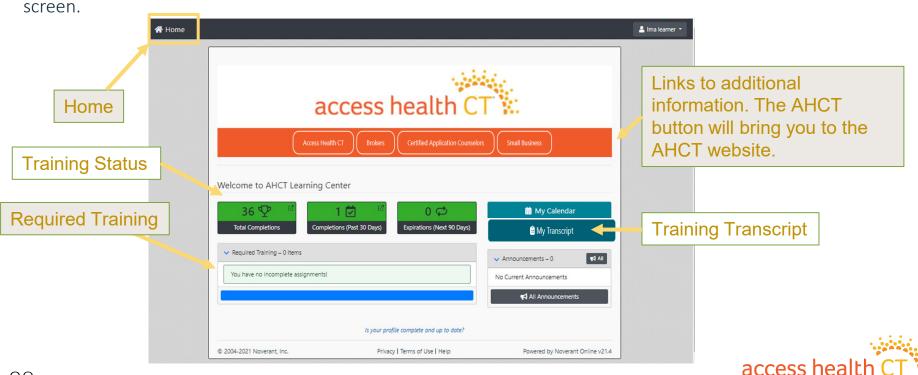


- 4. You are now at the LMS Home Page (see the next slide), where you will find "Required Training":
  - ✓ Agreement the contract between you and AHCT. You will need to sign this electronically using your LMS Username and Password.
  - ✓ A copy of these instructions.

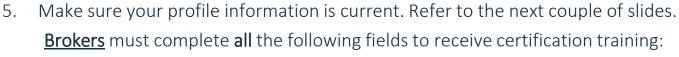


#### Accessing Your Home Page

You can access your **Home** page from anywhere in the LMS by clicking the tab on the left-hand side of your



#### **Steps Towards Certification**

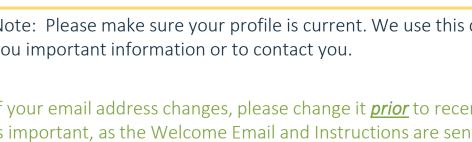


- National Producer No. (NPN)
- NPN Expire Date (MM/DD/YYYY)
- Symantec ID (if you had one previously)
- Answer Yes/No if you have current Carrier Appointments
- Answer Yes/No in the appropriate fields to indicate which Plan you will be selling:

Individual Business, Small Business and/or Dental (complete all that apply)

Note: Please make sure your profile is current. We use this data to send you important information or to contact you.

If your email address changes, please change it *prior* to recertification. This is important, as the Welcome Email and Instructions are sent to the current email address we have on record.





#### How to Access Your Profile

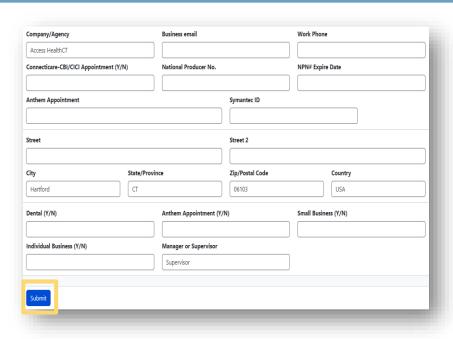
There are two ways to access your **Profile**.

• At the top right-hand corner there is a drop down below your name, or

• There is a link at the bottom of the LMS home page. Micky ♠ Home Is your profile complete and up to date? My Profile Support Privacy | Terms of Use | Help © 2004-2023 Noverant, Inc. Powered by Noverant Online v23.7 [→ Log Off

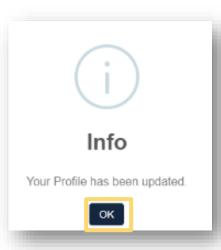


#### How to Update Your Profile



- information is current.

  Your email address must
  be your current business
  or work email address.
- o) Once your Profile is updated, click the **Submit** button.
- c) Then confirm by clicking the **OK** button.
- d) You will be automatically brought back to the Home page.





#### Steps Towards Certification

6. Read and sign your Broker agreement electronically, using your username and password. See the next slide.



#### **IMPORTANT!**

Note: After the agreement sign off is completed, please continue with this PowerPoint presentation to learn more about how to finish your AHCT certification.



#### How to Sign the Agreement

#### To complete your **Agreement**:

- a) Click Open next to the 2026 Agreement.
- b) The **2026 Agreement** will open in a new window, or you can select to have it downloaded to your computer.
- c) Read and close the agreement. You will be brought to the **Electronic Signature Required** page. Type in your Username (email address) and Password. Click **Submit**.
- d) Click **Submit** if already populated.



#### CERTIFIED INDEPENDENT BROKER REGISTRATION AND ACCEPTANCE AGREEMENT

The undersigned Broker seeks to be a certified independent broker of the Connecticut Health Insurance Exchange d/b/a Access Health CT ("AHCT") to enroll Connecticut residents and small employers into qualified health plans ("QHPs") through AHCT's individual health insurance marketplace and/or Small Business Health Options Program ("SHOP"). In connection therewith, the Broker represents and agrees as follows:

<u>Required Appointments</u>. The Broker must maintain current appointments with all insurance carriers
offering QHPs through AHCT's individual health insurance marketplace and/or SHOP; provided that
Brokers that only sell AHCT Small Business group plans through SHOP need be appointed only with
those carriers that offer AHCT Small Business group plans.



#### **Steps Towards Certification**



- 7. Once you have signed the agreement and AHCT Broker Support Team has checked and verified your profile and credentials, your certification training will be made available.
- 8. You will then receive a second Welcome email from <a href="mailto:ahct@noverant.com">ahct@noverant.com</a> to access your online training. Your training and assessment have been added to your account for you to complete. See the next slides.
- 9. We encourage you to complete your certificate training before the start of open enrollment on November 1. The last day for AHCT certification is December 31, 2025.
- 10. You must pass the assessment with 80% or better to certify with AHCT. You will be allowed one retake.

Note: Brokers who have signed the 2026 Agreement but have <u>not met all the</u> requirements will not have access to the training and the assessment. You will be contacted if any information is missing.

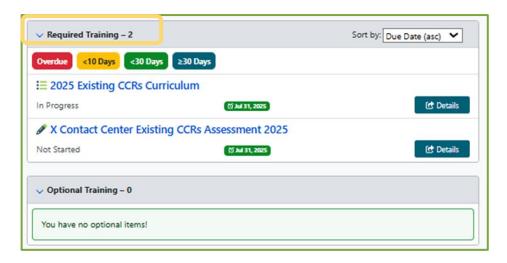


#### How to Complete Your Training

Back at the home page, you will see the Required Training that has been assigned to you.

Your training will be a list of items called a curriculum, that can include:

- Documents
- E-Learnings
- Assessments

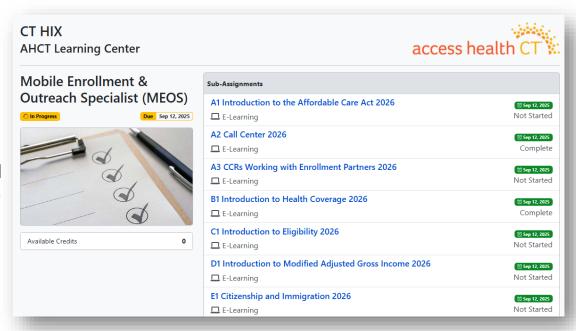


Begin with the item that has the **earliest due date**. The **Assessment** is the last item to complete.



#### How to Complete Your Training, continued

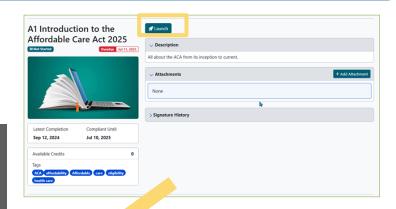
- Click the Details button to bring you to the Curriculum Details page.
- 2. Scroll down to the **Sub- Assignments** listing.
- 3. Your training items will be listed in the order that they should be completed.
- 4. Click on the **blue link** for the first E-Learning item.





#### How to Complete Your Training, continued

5. On the E-Learning Details page, click **Launch** to launch the module. Note that the learning module will open in a separate window. You may need to enable popups on your browser to open the module. Or you may need to tap the arrow.



6. Click **Start** to begin the training item.

7. You will find Navigation instructions on the second

page of every module.

Introduction to the Affordable Care Act 2025

Please make sure your audio is on.

Start

access health CT

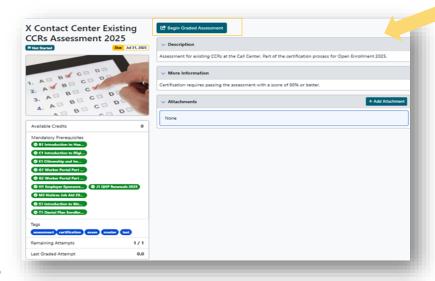
Note: If you have any difficulty and need assistance, please send an email to the AHCT Training Department at: <a href="mailto:learningcenter.ahct@ct.gov">learningcenter.ahct@ct.gov</a> or click the help button.

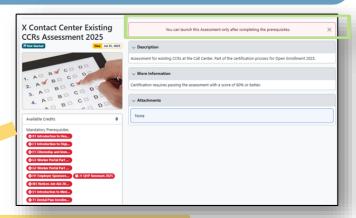


#### How to Complete Your Assessment

You can begin your **Assessment** after you have completed **all** the required training.

- 1. Click **Details** to go into the assessment.
- 2. From the Assessment Details page, select **Begin Graded Assessment**.



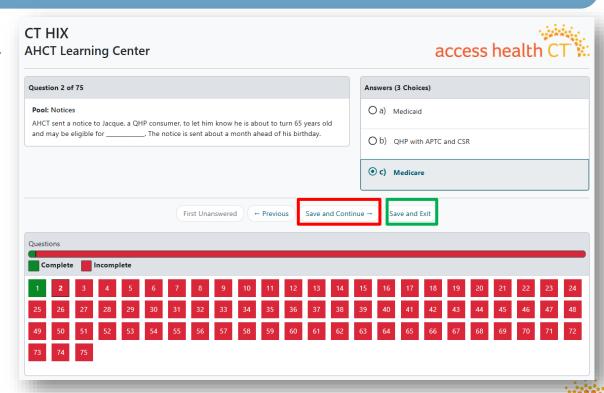


Do <u>not</u> click the button, Generate Question PDF!

All the training items in the Curriculum must be completed to meet the certification requirements.

#### How to Complete Your Assessment, continued

- 3. Read each question carefully.
- 4. Answer each question by clicking on the button next to the answer you choose.
- 5. Click **Save and Continue** to go to the next question.
- 6. Click Save and Exit when:
- You need to stop and continue at a different time, or
- You have answered all the questions, and you are finished.



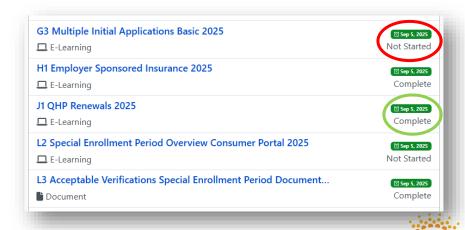
#### Why did I receive a prerequisite message?

It means you have not completed all the Required Training, and you cannot start the Assessment. Some training items have Prerequisites attached and must be completed prior to moving on to the next item. You cannot start the Assessment without completing the Prerequisites. You have not completed the entire curriculum if you have not completed all the training items. Please note, prerequisites are limited to ten items, you may have more eLearnings to complete in your curriculum.

- 1 Go back to the Home Page to start the curriculum.
- 2. Click Details or View to take you to the Curriculum Details and Sub-Assignment Page.
- 3. Look at the <u>incomplete training items</u> that show a status of Not Started or In Progress.
- 4. Complete those items.
- 5. Make sure each sub-assignment reads Complete.

You have not completed the following prerequisites for this Assessment:

N2 Verification Process for CP Users 2025

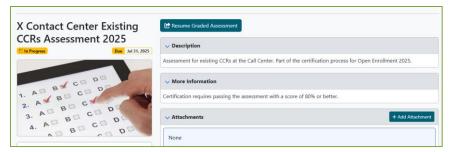




#### Resume Assessment or Review Questions

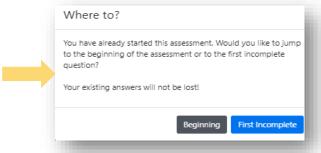
If you need to return to finish the assessment, click **Resume Graded Assessment** and choose where to

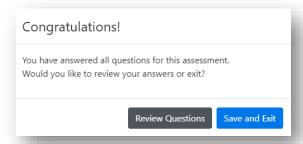
restart. It could be back to the Beginning or the First Incomplete.



When you have answered all the questions you can **Save and Exit** or **Review Questions**. If you want to review your answers you must do so before you click **Save and Exit**.

Click **Save and Exit** if you have completed all the questions in your assessment! Now let's get your **grade**.

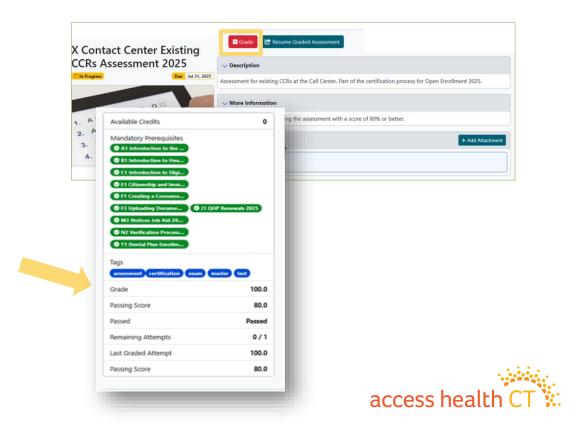






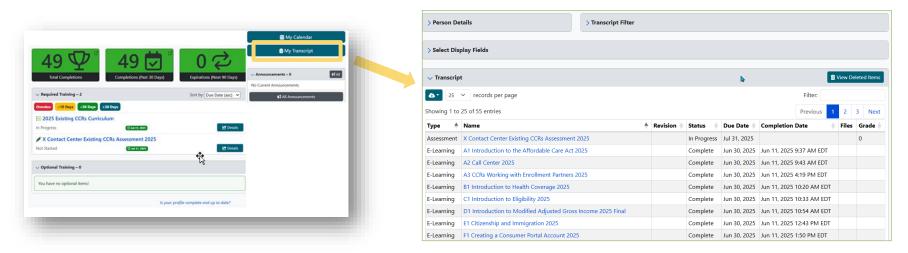
#### How to Obtain Your Assessment Grade

- Select **Grade** to see your overall score.
   In this example, the learner got a 100%.
- 2. Select **Review** to see the answers you provided during the assessment. You will only be able to do this step **IF** you passed or received the final grade.



#### Accessing Your Transcript

Click on the **My Transcript** button on the Home page, to view your **Transcript**. Your **Transcript** shows the status of all the required training.





#### LMS Tips and Reminders

- <u>Do not select the X on the browser window</u> at any point during the Training modules!
- To exit properly, click on **Click Here to Exit/Save and Close**, in the upper right-hand corner of the module screen.
- If you need to exit the module early, the LMS will remember where you left off. The status column will show "In Progress". When you return to the module, you will continue from the last completed page.
- Knowledge Checks are only practice questions; your answers are not recorded.
- Return to Home to continue and follow previous instructions. Make sure to complete all the sub-assignments located under each curriculum heading.
- Open the sub-assignments (modules) that have the status of Not Started.
  - **Prerequisite Not Met** indicates that another module needs to be completed.
  - Complete means it is done!



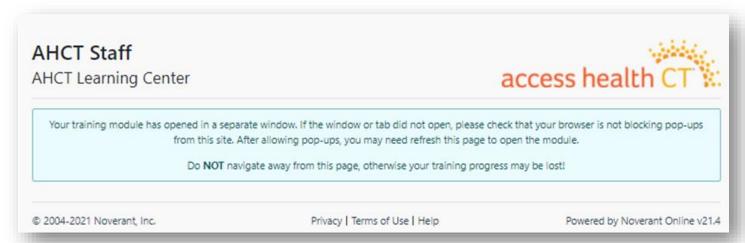
Sub-Assignments	
A1 Introduction to the Affordable Care Act 2026  ☐ E-Learning	© Sep 12, 2025 In Progress
A2 Call Center 2026  ☐ E-Learning	© Sep 12, 2025 Complete
A3 CCRs Working with Enrollment Partners 2026  ☐ E-Learning	™ Sep 12, 2025 Not Started
B1 Introduction to Health Coverage 2026  ☐ E-Learning	ত্তি Sep 12, 2025 Complete
C1 Introduction to Eligibility 2026  ☐ E-Learning	© Sep 12, 2025 Not Started
D1 Introduction to Modified Adjusted Gross Income 2026  ☐ E-Learning	ত্তি Sep 12, 2025 Not Started



#### If you should see this message...

You might see this warning message if your browser is blocking pop-ups from this site.

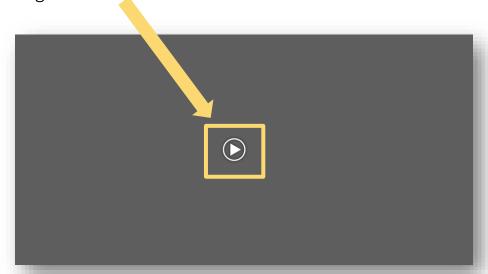
- ✓ Check to see if the module opened in a new window. If so, continue training in new window.
- ✓ Check that your browser is not blocking pop-ups from this site. If so, change settings to allow pop-ups.
- ✓ You may need to refresh the page to open the module.





#### If you should see this screen...

Some modules contain audio, so after clicking **Launch**, you may see a screen that looks like this. Click play (arrow icon) to begin the module.

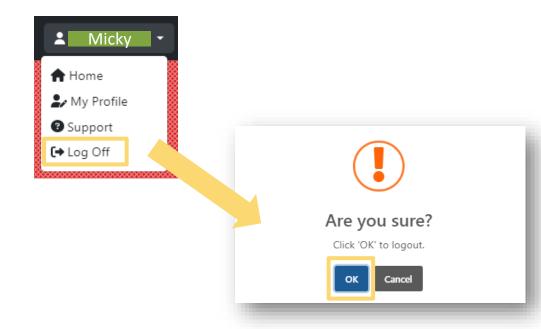




#### LMS Log Off

#### To Log Off the LMS:

- Click on the dropdown button on your Username located at the top right-hand corner of the screen.
- 2. Scroll down and select Log Off.
- 3. Click **OK**, when the system asks, "Are You Sure?"

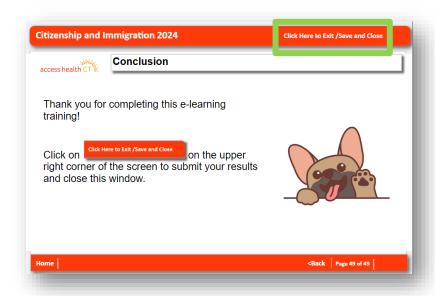




#### One more thing...

Always make sure on the last page of an eLearning is to hit the "Click Here to Exit/Save and Close."

This will register the eLearning you just reviewed as completed.





#### You have completed the LMS Instructions! Good Luck With Your Certification Training!





# Broker Portal Enhancements & Broker 101



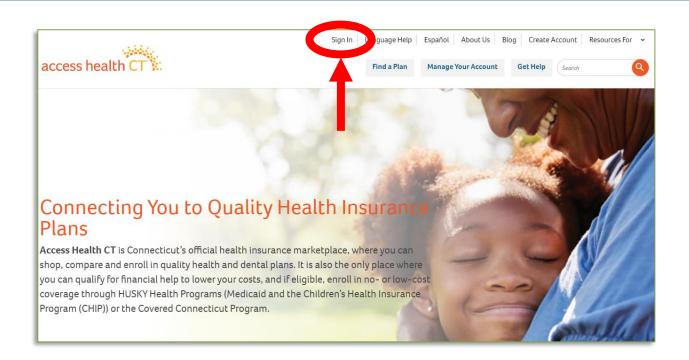
# Broker Portal Basics The Tango Process Self Service Client Lists Commission



#### **Broker Portal Basics**



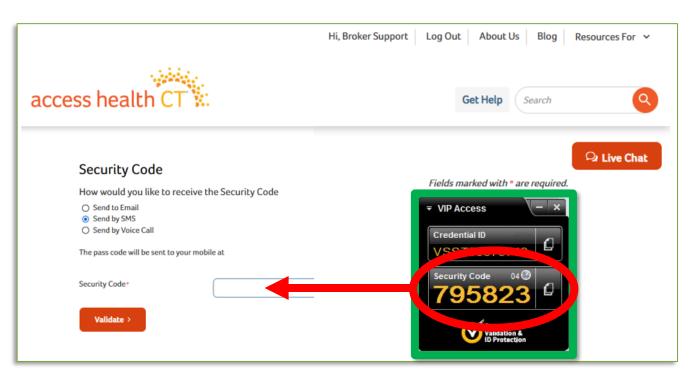
## Logging into the Portal (part 1)







## Logging into the Portal (part 2)



'VIP Access' installation instructions can be found

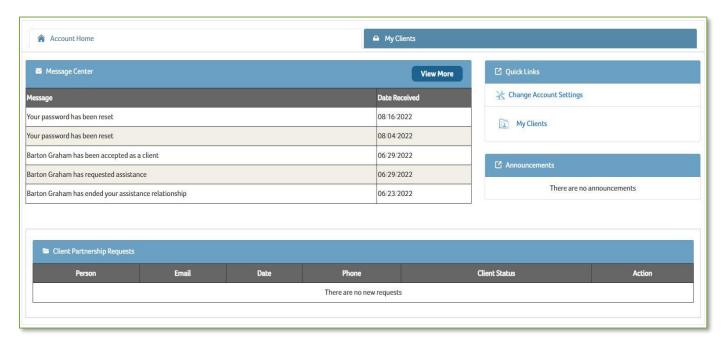
#### <u>Here</u>

as well as in the Resources section of the Broker website.



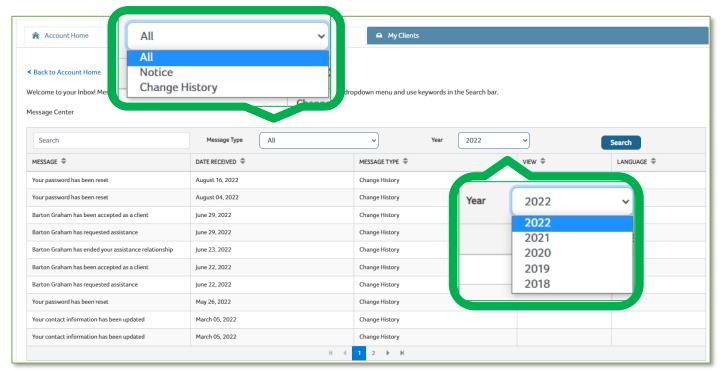
#### **Account Home**





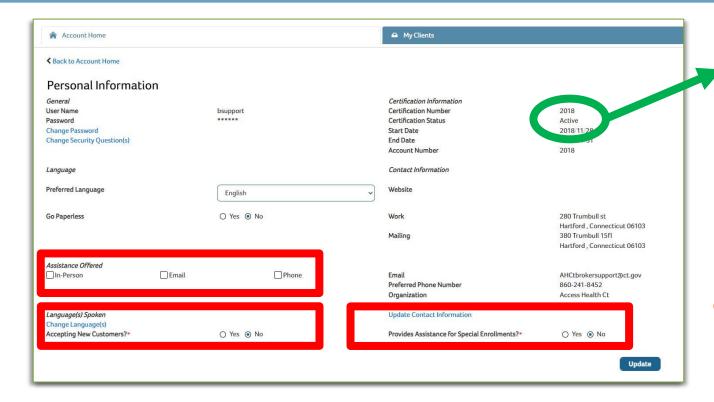


# Message Center – View More





#### Change Account Settings



You can find your Account status here. Currently, if you are in any other status besides 'Active' you will not be able to be searched under 'Get Help'

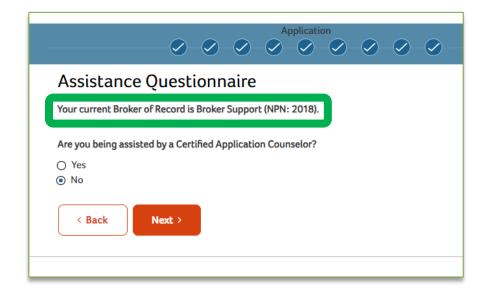
**Keep Your Info Up to Date!** 



#### **Assistance Questionnaire**

We implemented another change to the assistance question which will help to reduce the number of commission issues being seen within the system. If you are properly Tangoed to your client, you will see your name and NPN listed at the top of this page and can simply click 'Next.' If you do NOT see your name, you will have to go back and complete the Tango. This Question is only used for CAC tracking purposes (<u>NOT</u> commission) and will have no impact on the BOR/Client relationship.

Brokers <u>CANNOT</u> enter their NPN on this screen





### Broker Changes Within an Agency

When requesting a change from one broker to another (for any reason) within an agency, please immediately contact Broker Support at AHCT.Brokersupport@ct.gov



# The Tango Process





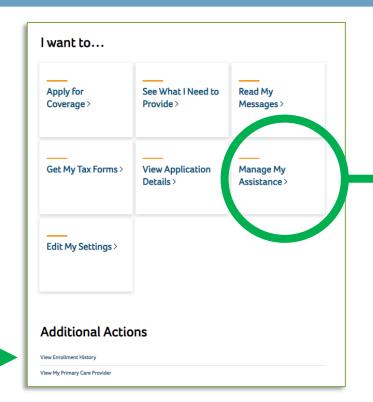
# Tango Before Enrolling in Coverage

To ensure you receive commission, tango with the consumer <u>BEFORE</u> you Enroll a member in a plan



#### The Consumer Account Home

Here you can view the consumer's enrollment history in the same Dashboard Format that was previously shown directly on the Account Home Page, as well as view and update PCP Information when applicable.

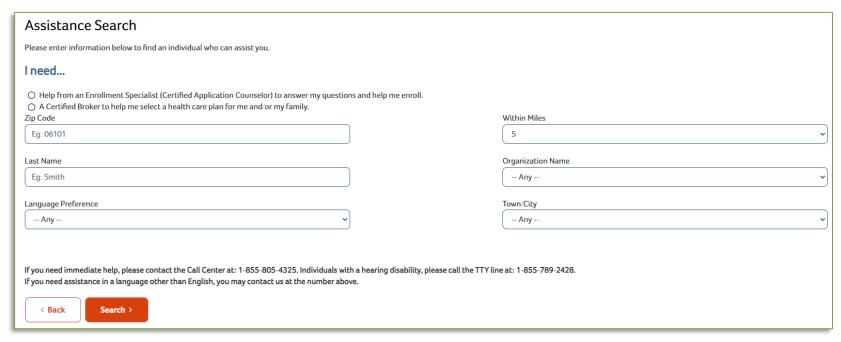


Before a consumer has Tangoed, this tile will read "Find Assistance"

Find Assistance >

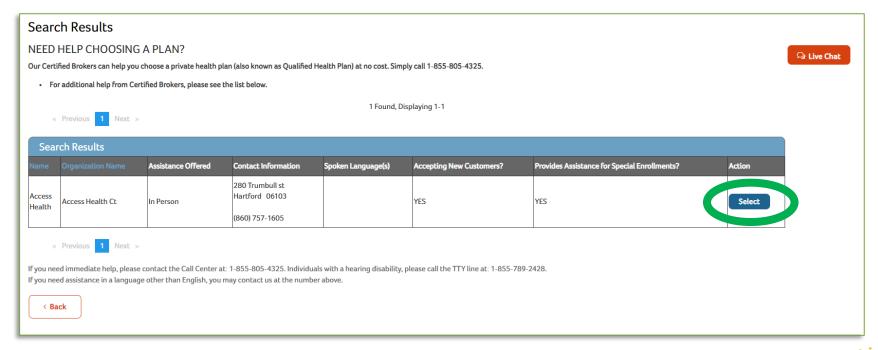


## The Get Help Tool





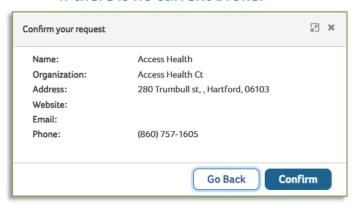
#### The Consumer View (part 1)



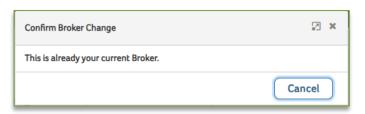


#### The Consumer View (part 2)

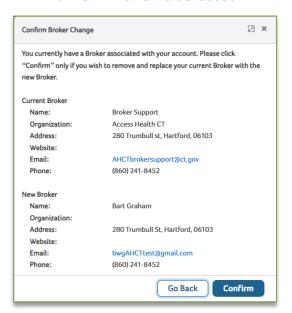
#### If there is no current Broker



#### If the same Broker is selected

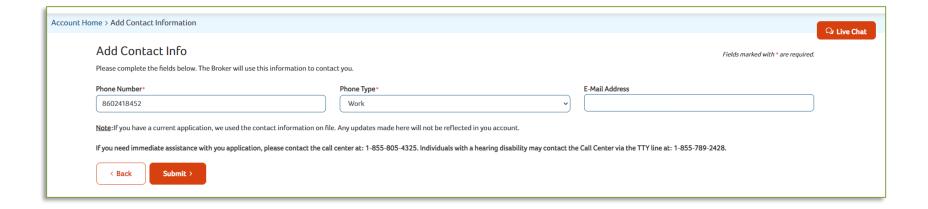


#### If a new Broker is selected



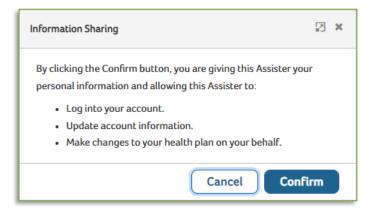


## The Consumer View (part 3)





## The Consumer View (part 4)



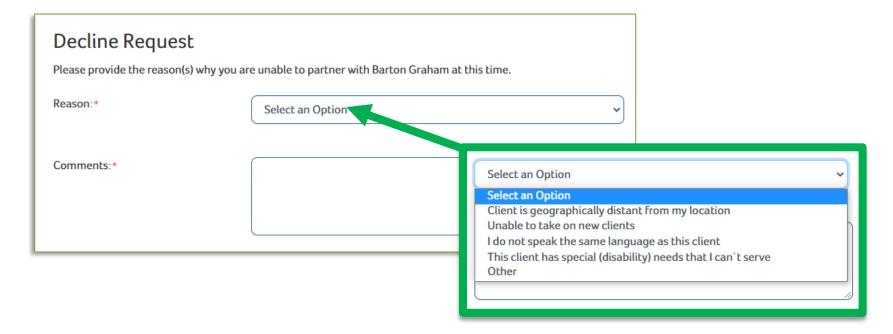


## Broker Action - Accept

Client Partnership Reques	sts				
Person	Email	Date	Phone	Client Status	Action
Barton Graham		09/12/2022	960 241 8452	Enrollment Started	Accept Decline



#### Broker Action- Decline



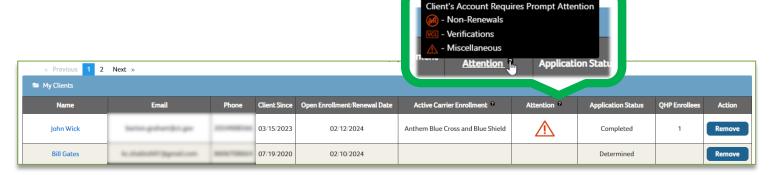


# Self Service Client Lists & Commission



#### The Attention Column

You will see new symbols in your 'My Clients' list when your clients receive any of a number of different "actionable" notices, which indicate that this consumer needs to take some kind of action on their account. These icons will persist here until the Broker navigates to the consumer's Message Center of their online account to view any of these notices, or if the period specified below passes with no viewing of said notices.



Client Since	Open Enrollment/Renewal Date	Active Carrier Enrollment	Attention ?	Application Status
01/16/2024	03/11/2024		AR	Completed
01/11/2024	12/17/2024		VCL	Submitted
01/11/2024	12/17/2024		$\triangle$	Submitted



## The Attention Column (part 2)

#### **Attention Icon Descriptions and Durations:**



The Non-Renewal Icon signifies when a plan was projected to be auto renewed, but then failed the auto renewal process (including Medicaid). [60 days]



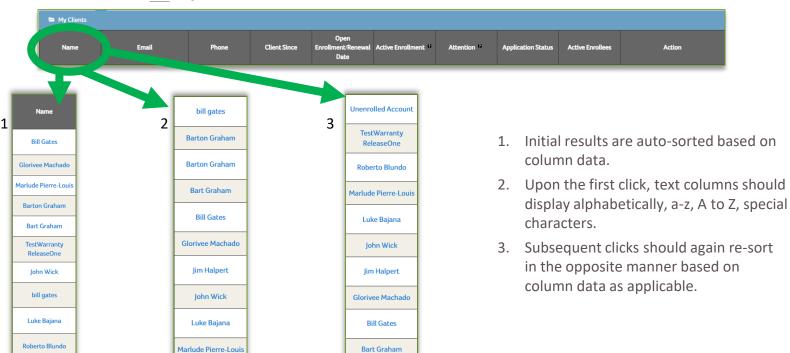
The VCL Icon signifies when a member of the household is being asked to provide verification of some kind whether that be income, immigration or other. [90 days]



The Miscellaneous Icon will be present when a member of the household receives an 'actionable notice' of any other kind that doesn't fall into the other categories. [90 days]

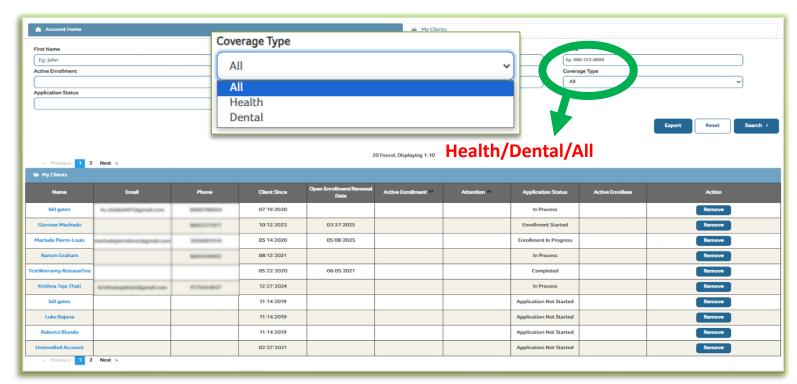
#### Sort Your Clients

#### All My Clients column headers are clickable and sortable



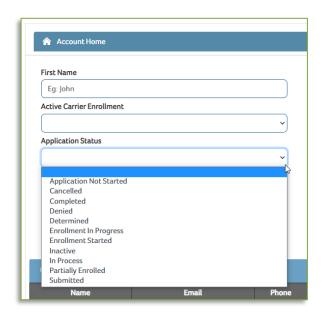
access health

## Choose Coverage Type



## Refine By Carrier & Application Status

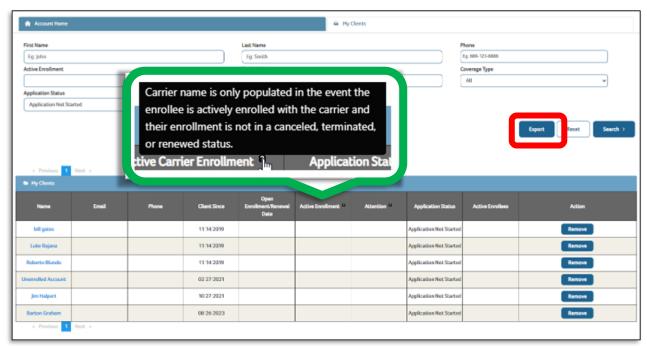








## **Export Your Own Client Lists**





## Example of the Exported Client List

Client lists will export as excel spreadsheets with any filters you may have selected. You can save as many copies as needed with any different filter settings as you'd like.

File	e Home Insert Paç	ge Layout Formulas Dat	a Review View Help	ii.							15' Share
D	PROTECTED VIEW Be careful—f	iles from the internet can contain vi	ruses. Unless you need to edit, it's s	afer to stay in Protected \	/iew. Enable	Editing					
A1	* 1 × v	f CONSUMER_USER_FIRS	iT_NA								
4	A	В	c	D	Ε	F	G	н	1	j j	K
1	CONSUMER_USER_FIRST_NA	CONSUMER_USER_LAST_NA	CONSUMER_LOGIN_USER_ID	LOGICAL_APPLN_ID	CLIENT_SINCE	OE_RENEWAL_DATE	ACTIVE_CARRIER_ENROLLMENT	APPLN_STATUS	PHONE_NUMBE		QHP_ENROLLEES
	Bill	Gates	testemaiQ480	10403037	07/19/2020	06/14/2022	N/A	Determined	8606708664	kc.shalesh01@gmail.com	N/A
8	Marlude	Pierre-Louis	(hetostrive2	10399891	05/14/2020	06/11/2022	N/A	Determined	N/A	markudepierrellouis@gmail.com	N/A
	Barton	Graham	bartonwgraham	4985857	08/12/2021	11/07/2017	N/A	Enrollment Started	2034908566	theic anundescent@gmail.com	N/A
8	TestWarranty	ReleaseOne	testwarranty1.0	9405525	05/22/2020	06/05/2021	N/A	Completed	N/A	N/A	N/A
	bill	gates	profest nachu43	N/A	11/14/2019	N/A	N/A	Application Not Started	N/A	N/A	N/A
8	Luke	Bajana	lebajana	NA	11/14/2019	N/A	N/A	Application Not Started	N/A	N/A	N/A
8	Roberto	Blundo	14004004	N/A	11/14/2019	N/A	N/A	Application Not Started	N/A	N/A	N/A
8	Unenrolled	Account	unenrolled	NA	02/27/2021	N/A	N/A	Application Not Started	N/A	N/A	N/A
0	Jim	Halpert	beginnth	NA	10/27/2021	N/A	N/A	Application Not Started	N/A	N/A	N/A
1									100000		



#### Commission

Please reach out to the Carriers for commission related issues.

Any commission concerns returned from the carrier unresolved, please reach out to the Broker Support Team IMMEDIATELY.

For commission related issues please sent requests to

AHCTbrokersupport@ct.gov



### Resources



#### Contact Us

Please reach out to the Carriers for commission related issues.

Any commission concerns returned from the carrier unresolved, please reach out to the Broker Support Team IMMEDIATELY.

For commission related issues please sent requests to

AHCTbrokersupport@ct.gov



#### Call Center Hours

#### **Hours of Operation for Open Enrollment**

- Monday Friday: 8am-7pm
- Saturday: 9am-3pm all Saturdays throughout OE13
- Sunday: Closed
- These hours will vary dependent upon holidays, etc. Please watch your bi-weekly newsletter for updates.

1-855-805-4325



#### **Small Business**





Why You Should Choose **Access Health CT** Small to enroll your **Small Business** 



## Getting certified with SHOP

- 1. Must be appointed with Anthem
- 2. Must have an active License/NPN
- 3. Complete and Submit broker deposit form
- 4. SELL!!!





Access Health CT Small Business pays broker commission payments via direct deposit. Brokers/Agents authorize Access Health CT Small Business to deposit commission payments directly into their checking accounts by Electronic Funds Transfer (EFT).

- 1. Complete this Authorization Form
- 2. Attach a voided check Not a deposit slip
- 3. Submit completed form and voided check to the address below

#### Please read and sign before completing and submitting

I hereby authorize Access Health CT Small Business to deposit payment of my monthly commission owed me by initiating credit entries to my accounts at the financial institution (hereinafter "Bank") indicated on this form. Further, I authorize Bank to accept and to credit any credit entries indicated by Access Health CT Small Business to my accounts. In the event that Access Health CT Small Business deposits funds erroneously into my account, I authorize Access Health CT Small Business to debit my account for an amount not to exceed the original amount of the erroneous credit. This authorization is to remain in full force and effect until Access Health CT Small Business and Bank have received written notice from me of its termination in such time and in such manner as to afford Access Health CT Small Business and Bank reasonable opportunity to act on it.

Broker/Agency Name (as it appears on checking account) with TIN NUMBER:				
Broker/Agency Address:				
City:	State:	Zip Code:		
Broker NPN ID # and Agency TIN#				



## **Quoting Made Easy**



- Complete group census sheet
- Email to shop department
- Receive quote SAME DAY

access health		Please Separate families with blank row     Provide contribution amount (if applicable) Small	pased on age of appl groups are not requi dollar amount. (ex.	icants and county in which business is incorporated in)
BUSINESS NAME:				
IP CODE:				
CONTRIBUTION:				
PAY SCHEDULE : EX.	(Bi Weekly):			
lote: Please separate	families with a blank	row		Was the state of
First Name	Last Name	Member type: (Emp, Spouse, Child)	Date of Birth	Kay Henderson
				(Previously Rotondo) Small Group/ Product Development/ Broker Support/ Broker Adviso
				Phone: 860-757-6853
				***************************************
				Work Cell: 959-206-6395



#### **Ease of Comparison**

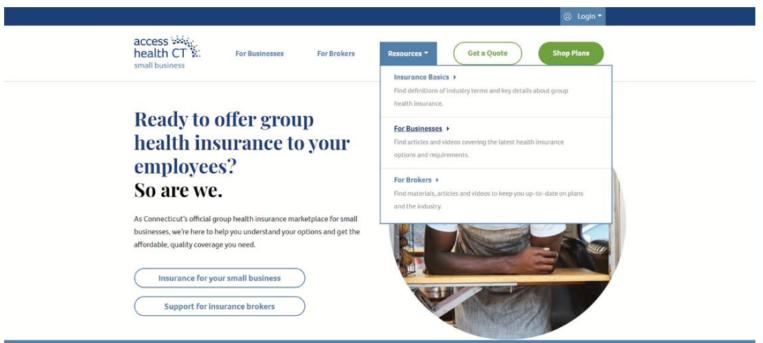
- Access Health CT Small Business offers
   multiple metal levels of coverage and a variety of plans,
   including Health Savings Account (HSA) plan design
   options. How to set up an HSA (Health Savings Account) |
   HealthCare.gov
- We also offer plans that provide services not subject to the plan deductible, such as physician office visits or laboratory services.
- You have the option to pick one plan for your group or you can offer all 6 available plans
- If the offered plans are considered unaffordable to any of the employees, we can also look at our individual plans to help serve the group as a whole. <u>Affordable coverage -</u> <u>Glossary | HealthCare.gov</u>
- Quotes will be generated to cater group requests

#### **Metal Level Plan Types**

Metal Level	Plan
Platinum	PPO
Gold	PPO
Silver	PPO, PPO HAS
Bronze	PPO, PPO HSA



## Plan Summaries available at www.accesshealthctsmallbiz.com





#### Simple Enrollment

## Enroll online, using a simple paper form or fillable PDF

Access Health CT Small Business uses universal enrollment forms. You will also receive an itemized bill.

For paper application please visit

WW۱

#### Employer Group Applicatio

This checklist will help you to ensure that all information needed to process your application is included with this application.

 ampioyer eneckins.
Employer Data
Primary Contact Data
Employer Data/Primary Contact Info Signature
Group Plan Selection Information
Broker Information (if applicable)
Employer Electronic Funds Transfer Information

#### Who is your employer? Employer Name & Address **Employer Phone Number** Plan Selection I am interested in Access Health CT Small Business coverage from this employer \*1. First Name, Middle Name, Last Name, & Suffix \*2. Marital Status ☐ Single ☐ Divorced ☐ Married ☐ Widowed \*3. Social Security Number \*4. Date of Birth (mm/dd/yyyy) \*5. Sex □ Male □ Female \*6. Home Address (leave blank if you don't have one) \*7. City \*8. State \*9. Zip Code 10. County 11. Mailing Address (if different that above) 12. Apartment or Suite Number 14. State 15. Zip Code 13. City 16. County \*17. Email Address \*19. Phone Number □ Cell ☐ Home □ Work 20. Notices will be sent electronically. Check here if you also want to get paper notices by mail. 21. Preferred spoken language (if not English) 22. If Hispanic/Latino, ethnicity (OPTIONAL- Check all that apply.) ■ Mexican ■ Mexican American ■ Chicano/a ■ Puerto Rican ■ Cuban ■ Other 23. Race (OPTIONAL - check all that apply.) □ White □ Black or African American American □ Indian or Alaska Native □ Filipino □ Vietnamese □ Guamanian or Chamorrow Asian ☐ Indian ☐ Korean ☐ Native Hawaiian ☐ Samoan ☐ Chinese ☐ Other Pacific Islander ☐ Other



#### What if my group asks about the Small Business Tax Credit?

Tax credits may be available on the group's contribution to the employees' premium:

- **Small Business:** up to a 50% tax credit
- Non-Profit Organizations:
   up to a 35% tax credit

Credits are only available for health plans purchased through Access Health CT.

To qualify, your small business must:

- Have fewer than 25 full-time equivalent (FTE) employees.\*
- Contribute at least 50% of each employee's insurance premium.
- Pay an average annual wage of less than \$56,000\*



#### If you have more questions about the tax credit here is another resource

#### Calculator available on SHOP Tax Credit Estimator | HealthCare.gov

#### Small Business Health Care Tax Credit Estimator

Step 1: Are you a tax-exempt employer?

The credit is refundable for tax-exempt employers, but is limited to the amount of the tax-exempt employer's payroll taxes withheld during the calendar year.

YES, I'M A TAX-EXEMPT EMPLOYER

NO, I'M NOT A TAX-EXEMPT EMPLOYER

Step 2: How many of your employees work 40 hours or more a week?

Full-time employees are employees who worked or who you expect to work the equivalent of 40 hours a week for 52 weeks (for a total of 2,080 hours each).

Full-time Employees

Find out who should and shouldn't be included.

Step 3: How many hours will your part-time employees work during the applicable year?

Hours for part-time employees who worked or you expect to work less than 40 hours per week, but more than 120 days per year.

Part-time hours

If you're unsure of the number of part-time employee hours, use this part-time employee worksheet to enter hours for each employee.



### **Dedicated Customer Service Support**

#### **Phone**



Shop department - 860-241-8445 Kay - 959-206-6395

#### **Email**



SHOP.AHCT@ct.gov

Kayla.Henderson@CT.Gov



## To learn more, get a quote or need to certify, visit: AccessHealthCTSmallBiz.com

## **ICHRA**





## Access Health CT BusinessPlus

BusinessPlus: Smarter Benefits, Greater Flexibility.





## What is the Access Health CT BusinessPlus Platform?

The Access Health CT BusinessPlus platform is your home for managing health benefits, including Individual Coverage Health Reimbursement Arrangements (ICHRA), small group, dental, and individual plans. Whether you're a broker, employer, or employee, BusinessPlus offers an intuitive and efficient way to set up, administer, and manage health benefits.



#### Why choose the Access Health CT BusinessPlus Platform?

For brokers, BusinessPlus reduces administrative burdens by offering automated tools for setting up contributions, managing employee census data, and tracking enrollments. Less time spent on manual tasks means more time for growing your business.

For employers, BusinessPlus provides the flexibility to offer benefits that meet the diverse needs of each workforce. With an ICHRA managed through the BusinessPlus platform, employers can define a health care budget with ease by setting contribution amounts for each employee class. BusinessPlus allows employers to control costs while providing tailored benefits that fit the company's financial goals.



Introduction to

## Individual Coverage HRA (ICHRA)

- ICHRA (Individual Coverage Health Reimbursement Arrangement) is an employer-funded health benefit that uses the business' pre-tax dollars to distribute to their team, as tax-free reimbursement for employees' individual health insurance premiums.
- Provides an alternative to traditional group health insurance plans.
- Employees can choose any ACA-compliant individual health plan that fits their needs.



- **Flexible:** Employers set their own reimbursement limits and eligibility criteria.
- Cost Control: Predictable budgeting
- **No Participation Requirements:** No minimum employee enrollment needed.
- **Compliance:** Meets ACA employer mandate requirements when designed correctly. Large groups 50+ will need to meet the affordability factor. Groups 1-50 will base affordability on their structure.
- Attract & Retain Talent: Provides employees with more personalized health coverage options.



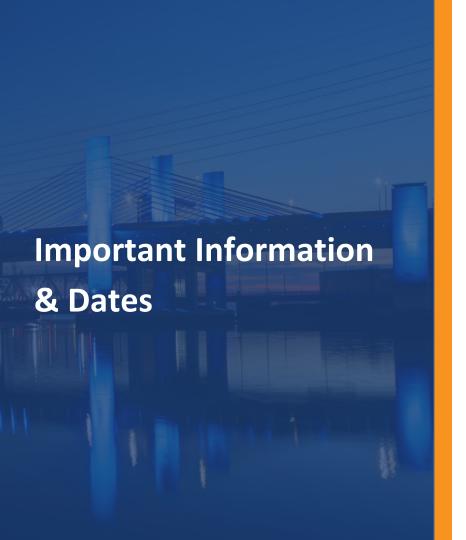
- **Choice & Flexibility:** Employees select the individual health plan that fits their needs.
- **Portability:** Coverage remains with the employee even if they leave the company.
- Tax-Free Contribution: Employer contributions are not subject to payroll taxes.
- **No Forced Plans:** Employees are not locked into a one-size-fits-all group plan.



- Broker of Record Advantage: Brokers will be the official Broker of Record (BOR) for all groups they enroll, ensuring long-term client relationships and renewal commissions.
- **Streamlined Quoting & Enrollment:** Easily generate quotes and enroll small groups efficiently.
- **Increased Sales Opportunities:** Access a growing market of businesses transitioning from traditional group plans to ICHRA.
- **Customized Plan Options:** Tailor recommendations for employers based on their specific budget and employee needs.
- **Enhanced Client Retention:** Provide flexible solutions that improve employee satisfaction and reduce turnover.
- **Simplified Compliance & Administration:** Tools to ensure employers meet ACA requirements while reducing administrative burdens.
- **Competitive Advantage:** Stay ahead of the market by leveraging technology-driven solutions to expand your book of business.

# Compliance and Requirements for ICHRA

- Employers must provide a formal written notice to employees about ICHRA.
- Employees must enroll in an ACA-compliant individual health plan.
- Employers can set different reimbursement rates based on employee classes.
- Cannot be offered alongside a traditional group health plan to the same class of employees.
- Must comply with ACA affordability rules for large employers.



Additional Broker Launch events and trainings are being scheduled. Stay tuned for more information coming soon!

Thursday, October 16 · 9am - 12pm EDT
Courtyard by Marriott Shelton
780 Bridgeport Avenue Shelton, CT 06484

To be invited click request tickets...

https://www.eventbrite.com/e/access-health-ct-businessplus-broker-training-session-tickets-1712209798599?aff=oddtdtcreator



For more information visit:

www.accesshealthct.com/businessplus

Call us anytime:

860-241-8445

**Email:** 

Shop.ahct@ct.gov

# Health Equity & Outreach

## Our Mission

# mission

To decrease the number of uninsured residents, improve the quality of healthcare, and reduce health disparities through an innovative, competitive marketplace that empowers consumers to choose the health coverage that gives them the best value.





## **Broker Academy Overview**

- As part of its mission-driven approach to reduce health disparities, Access Health CT seeks to drive change within underserved communities through its Broker Academy Program — a training program for individuals from historically underserved communities.
- The Program will create a pathway to licensed health insurance brokers (independent) by recruiting from, and building the skillsets of, those who live and work in underserved communities throughout Connecticut.
- By activating members of these communities to become licensed health insurance brokers, AHCT can build trust and rapport by meeting members of the community where they are.

access health

The objective is to reduce the uninsured rate and address health disparities in the State of Connecticut.

# Broker Academy



The Broker Academy access health

As part of our mission-driven approach to reduce health disparities, Access Health CT seeks to drive change within communities in need by creating a Broker Academy Program - a free training program for candidates to become licensed insurance brokers (producers).

The Program aims to help reduce health disparities and uninsured rates by embedding a network of trusted health coverage experts in Connecticut's traditionally hardest-to-reach communities.

Start a new career while making a difference in your

Training Class dates for 2026 TBD Mandatory in-person class\* (may be modified). Flexible schedule for the remainder of the Program

#### Minimum requirements to apply:

- 18 years or older
- · High school diploma or GED 1-3 recommendation letters
- · Community service experience
- · Preference will be given to applicants who reside or work in underserved areas

#### Program Details:





Program Students will have

Access Health will throughout the

Support

Program and continued support

For more information:

www.AccessHealthCT.com/Broker-Academy/

For questions, email AHCT.BrokerAcademy@ct.gov Sign up for our newsletters and updates on the Broker Academy webpage.





## Enrollment



# Open Enrollment Help

Toolkit – under "Resources For"

Healthy Chats – Bi-monthly

Community Partner Zoom – Monthly

Enrollment Fairs - 23 Enrollment Fairs with Resource Fair

**Enrollment Appointment Scheduling** 

Mobile Enrollment & Outreach Specialists

New email: <a href="mailto:ahct.healthequity@ct.gov">ahct.healthequity@ct.gov</a>









# Navigators

Customers can contact our Navigators for year-round enrollment assistance - most agencies also offer various support with housing, food, behavioral health and more!

The Village for Families and Children

450 Church Street, Hartford CT www.thevillage.org

**StayWell Health Center** 

WHAP Office, 64 Robbins Street 1st FI, Waterbury, Hospital

Waterbury, CT

www.staywellhealth.org

Optimus Health Care, Inc.

805 Atlantic Street, Stamford

www.optimushealthcare.org

**Greater Bridgeport Area Prevention Program** 

1470 Barnum Avenue, Bridgeport

www.gbapp.org

Hispanic Health Council

590 Park Street, Hartford

www.hispanichealthcouncil.org

United Community and Family Services

47 Town Street, Norwich

www.ucfs.org

# Follow and Share @AccessHealthCT











# Marketing





## **Marketing Updates**

**Preparing for 2026 Open Enrollment** 





## Year-round Marketing & Communications:

- Special Enrollment Periods & Qualifying Life Events
- Covered CT Program
- DRS "Check the Box" campaign
- Lead generation campaign
- Broker matchmaking



### Federal Changes & Pre-Open Enrollment:

- Landing page to educate consumers& stakeholders
- Direct-to-consumer communications to customers
- Stakeholder communications



#### **Open Enrollment 2026:**

- Clear messaging on what changes apply to customers and what they can do about it (mail, email and text messaging)
- Mass-media campaign
- Message to shop for a plan and to use a broker, for free
- Free help in person, online and over the phone



#### Sample 2025 Marketing & Communications















How will consumers be informed if enhanced tax credits are renewed/or not renewed?

#### **Primary message channels:**

- Direct mail
- Email and/or SMS if they have opted in to receiving digital communications
- News features driven by public relations efforts

## Secondary message channels (that can be updated quickly mid-campaign if enhanced subsidies are extended):

- Paid and organic social media
- Online advertising (paid search, display/native ads)
- Digital billboards
- Voiceover edits to TV and radio ads (we are recording alternative voiceovers in case the enhanced subsidies are extended after Open Enrollment starts)







#### Messaging about Federal Changes

- Not all subsidies are expiring financial help is still available
- Shop and compare plans to find the best one for you and your family
- Get a broker, for free, and we'll help you find one
- Free help is available online, over the phone and in person
- Visit AccessHealthCT.com/federalchanges





#### Pre-OE Communications Schedule

Federal Changes & Pre-Open Enrollment Customer Communications						
Timing		August	September	Early October	Mid October	Late October
Federal Changes	Federal Changes Postcard*					
	Deferred Action for Childhood Arrivals (DACA) Letter					
	Federal Changes Detail Letter*					
	Elimination of Financial Assistance for Some Immigrants Letter					
Impact of ePTC Expiration	Expiration of Enhanced Premium Tax Credits Letter					
	400% Cliff Letter					
Projection Letter	Insert about Expiration of Enhanced Premium Tax Credits*					



### Open Enrollment 2026

#### **Overall Outlook**

- More customers are enrolled through Access Health CT now than ever before.
- Federal changes are coming to health insurance, premiums and financial help which may cause uncertainty for consumers.
- Enhanced premium tax credits are set to expire on December 31, 2025.

#### **Open Enrollment Messaging for Consumers**

- Not all subsidies are expiring financial help is still available.
- Shop and compare plans to find the best one for you and your family.
- Get a broker, for free, and we'll help you find one.
- Free help is available online, over the phone and in person.



## Open Enrollment Advertising

#### **Core audiences:**

- Uninsured/underinsured
- Current customers
- "400% Cliff" customers

#### **Core messages:**

- Dates and deadlines
- Shop and get free help

**Media mix:** Zip Code level targeting & traditional placements

**Timing:** End of October 2025 through January 15, 2026



#### Open Enrollment Ad Campaign















#### Open Enrollment Ad Campaign











#### Open Enrollment Tactics

- Direct Mail
- Emails
- Texts
- Collateral to support in-person outreach
- Knowledge Base articles
- Social Media (organic & paid)
- Blog Posts
- Press Releases / Media
- Paid Advertisements (TV, radio, outdoor, etc.)
- Library of Videos in English and Spanish (ex: How to Find a Broker, How to Reset Your Password)



# Reminders



#### Toolkit & Newsletters

 The toolkit is your one-stop shop for marketing content. We restructured and streamlined the toolkit this year, and we are open to feedback on how our partners are utilizing it.

Visit AccessHealthCT.com/toolkit or find it on our homepage under Resources For > Toolkit.

 Newsletters are the best way to stay updated on customer communications, new blog posts and knowledge base articles. We share copies of these in your biweekly newsletter when possible.



# Follow and Share @AccessHealthCT







# Q & A Segment



**Thanks for Joining Us Today!** 

**Have a great Open Enrollment!** 

