



## HOW TO GET STARTED:

# Impact Employer Groups

*Impact Health Sharing is an affordable alternative to traditional health insurance. Impact is a caring community of people who share in each other's medical bills and is for anyone interested in sharing, acting responsibly together, and saving on health care.*

### **IHS Groups Target Market**

- ✓ Small businesses with 49 employees or less are the ideal group target. Companies with 50 or more employees must offer both Impact and a traditional insurance offering in tandem.
- ✓ Impact for Groups is an excellent option for businesses experiencing one of two pains: paying too much for their employees' group insurance plan or experiencing turnover because they're not offering health coverage.



## **Start Conversations**

### **IBO questions to engage a prospective Group**

- Are you offering healthcare to your employees?
- How many employees do you have?
- About how much does your employees' healthcare cost you monthly/annually?
- We're partnered with an organization that is saving employers on their employees' healthcare. Would you be interested in getting a free quote?



## Submit Group Leads

### IBO process for submitting Group leads to IHS

- Send the business owner to your storefront landing page — Services-Businesses-Health Care-Impact.
- The employer's Health Care administrator will fill out the lead form there.
- We will send a confirmation email to the employer representative who submitted the lead form.
- Next, the Health Care administrator will click on the "See My Group Prices" button in the email to be taken to our Online Group Quote Tool. *\*This tool requests all employees' first and last names, DOB, household sizes, and tobacco usage information. This information is needed to create the Group quote.*
- Once the Group Admin enters in the employee details, a group quote will be generated outlining the Group's estimated prices. Click Save and Continue.
- We will then email the group administrator an educational video and a link to the Enrollment Director's calendar.
- At this time, the Enrollment Director will also send an email to the referring IBO, informing them a quote has been provided to the Group Contact/Admin/Representative.
- Once the quote is received, if the prospective Group is interested in advancing the process, they will schedule a meeting with the Enrollment Director. We will discuss the specifics of their quote and implementation at this time.
- Once the Enrollment Director receives a soft confirmation the Group is ready to proceed; a follow-up meeting is scheduled with the group administrator and their employees to educate them about their new Health Care option.
- After the educational session for the staff has been completed, Impact's Enrollment Director and the employer will advance into the final implementation stage.
- During implementation, Impact works directly with the group administrator to create an employer sponsor center, generates unique payment tokens for their employees that plan to enroll, and issues them via email.
- Impact then supports their employees through the application process to ensure that applications are completed prior to the sponsor center's group draft date.

*NOTE: The referring partners' IBO # is assigned at the beginning of the sponsor center generation process to ensure the group and its enrollees are all credited appropriately.*



## Enrollment Timeline

### Enrollment timeline for IBO group referrals

Group enrollments differ from the general membership as the front end of enrollment is much more extensive. Businesses that have an urgent need for healthcare must already have a generated IHS group quote no less than 5 business days before the start of the new month to be considered for enrollment in the coming month. All businesses who miss the deadline will be pushed to the following month.

**NOTE:** IBO's should identify and establish rapport with the Group Administrator (i.e., business owner, office manager, HR, etc.) prior to engaging Impact Health Sharing regarding a prospective group or soliciting a presentation.

