



Broker News and Updates

Keeping you informed on industry matters that impact you!

MUST READ

IMPORTANT INFORMATION REGARDING CAREFIRST BROKER RECONTRACTING FOR GROUP BUSINESS

CareFirst has begun the process of re-contracting and appointing agents and agencies for group business in all three of its jurisdictions for 2018. This is a completely new process and includes new requirements to qualify for appointment.

CareFirst is contacting all currently appointed agents and agencies via email and will be using the DocuSign service to complete the process electronically. **The due date to CareFirst is December 31, 2017.** Any agency or agent who does not have complete and accurate information to CareFirst by February 1, 2018 will not receive commission until the month after the completed information is received. For example, if the contracting information is received March 15th, commissions will be paid starting April 1st. CareFirst will not be paying retroactive commissions.

The 2018 Agreement has new requirements that include insurance coverages in addition to E&O -- Commercial General Liability (CGL) and Privacy Liability (a.k.a. cyber/breach coverage). CareFirst utilizes BCS for E&O/Cyber. Please click this hyperlink for additional information <http://www.bcs-eo.com/carefirst>. The additional coverages may prove cost-prohibitive relative to the commissions earned. Please call us if you would like to discuss options available to you.

CareFirst issued a list of frequently asked questions and answers. Click [here](#) to review. For questions specific to the new agreement and requirements, contact CareFirst directly at bcc@carefirst.com.

If you have not received the re-contracting email notification from CareFirst with the subject line, "Your Action Required: New 2018 Agent Agreement for Group Market Products", check your SPAM file.