



## Cox HealthPlans Producer Commissions Remain Unchanged for 2011

Cox HealthPlans is pleased to announce there will be no changes to commission levels for the 2011 year for both our Individual and Employer product lines.

Additional Producer Rewards programs will also remain unchanged for 2011. Information regarding the employer and individual rewards programs is included in this e-blast.

CHP's commitment to retaining compensation for the valuable role you play in your clients' health care decisions is one way we can say 'Thank You' for your dedication to CHP in 2011 and the years ahead!

### Individual Plan Updates

#### **3 for \$300 - Continues through 2011:**

The response to the "3 for \$300" promotion has been tremendous! We're pleased to announce the program will continue throughout 2011 as well.

Each newly issued individual policy qualifies for the "3 for \$300" program. Once the third individual policy is issued, your office will receive a reward of \$300. It's that easy!

For additional information on how your office can begin earning your next \$300 reward, please contact our Individual Department today.

#### **Brochures/Applications/Supplies:**

The Cox HealthPlans Individual Brochure and Application packets are being re-designed to include the recent changes due to Health Care Reform. Supplies may be ordered via email to: [individualmarketing@coxhealthplans.com](mailto:individualmarketing@coxhealthplans.com) or call us at (417) 269-4679 or toll-free (800) 664-1244.

### Helpful Reminders

#### **Ticket to the Top - Producer Rewards Program**

It's not too late to cash in your tickets for the 2010 Ticket To The Top Producer Rewards program. Tickets earned for new group business written with effective dates of 1/1/2010 through 12/15/2010 qualify for tickets which may be cashed in for rewards such as Visa or Bass Pro Gift Cards, Weekend Get-Away trips, and All-Inclusive Vacation Packages.

We're pleased to announce the 2011 Producer Rewards Program will continue throughout the 2011 year with the 2011 Ticket to the Top

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Updated Supplies will be available soon. Order your supply today!

Rewards program. The 2011 year will provide some of the same great rewards producers have received in the past, as well as some new reward opportunities including an Apple iPad with WiFi, Canon EOS SLR Camera, and many more travel opportunities.

Contact one of our Account Managers today to redeem your 2010 tickets (redemption requests must be received in our offices on or before 12/31/2010 for the 2010 program) or for additional information on the 2011 Rewards Program!

**Companion Ancillary Benefits**

Cox HealthPlans provides very competitive rates for group dental, vision, life, short/long term disability coverages through our partnership with Companion Life.

Benefit plans are available on contributory or stand-alone basis for most plans and may be purchased with CHP medical or on a stand-alone basis. Submit your next ancillary proposal request to: [grouphealth@coxhealthplans.com](mailto:grouphealth@coxhealthplans.com).



2011 Ticket To The Top  
- For Additional information,  
contact us today! -

**Cox DirectCare Plan Vendor Changes**

Cox HealthPlans began their partnership with Companion Life for comprehensive ancillary benefits in 2007. We are pleased to announce the same great customer service will now be available to our Cox Direct Care (CDC) groups. CDC groups with original effective dates of January 1, 2010 through July 1, 2010 will change vendors for their Preventive Dental and Preventive Vision to Companion Life effective January 1, 2011. Groups whom were written effective July 1, 2010 have already experienced the excellent services of Companion Life and Magellan Health for these services.

Cox HealthPlans began a new partnership with Magellan Health in 2010 for Employee Assistance Program (EAP) benefits. We are also pleased to announce the CDC plan EAP benefits will also change effective January 1, 2011 to Magellan Health.

The partnership between Cox HealthPlans and Companion Life and Magellan Health provides our members with the highest quality service they've come to expect from their local health plan. Members on these plans will receive new identification cards on or soon after the change on January 1, 2011.



417-269-4679 / (800) 205-7665  
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