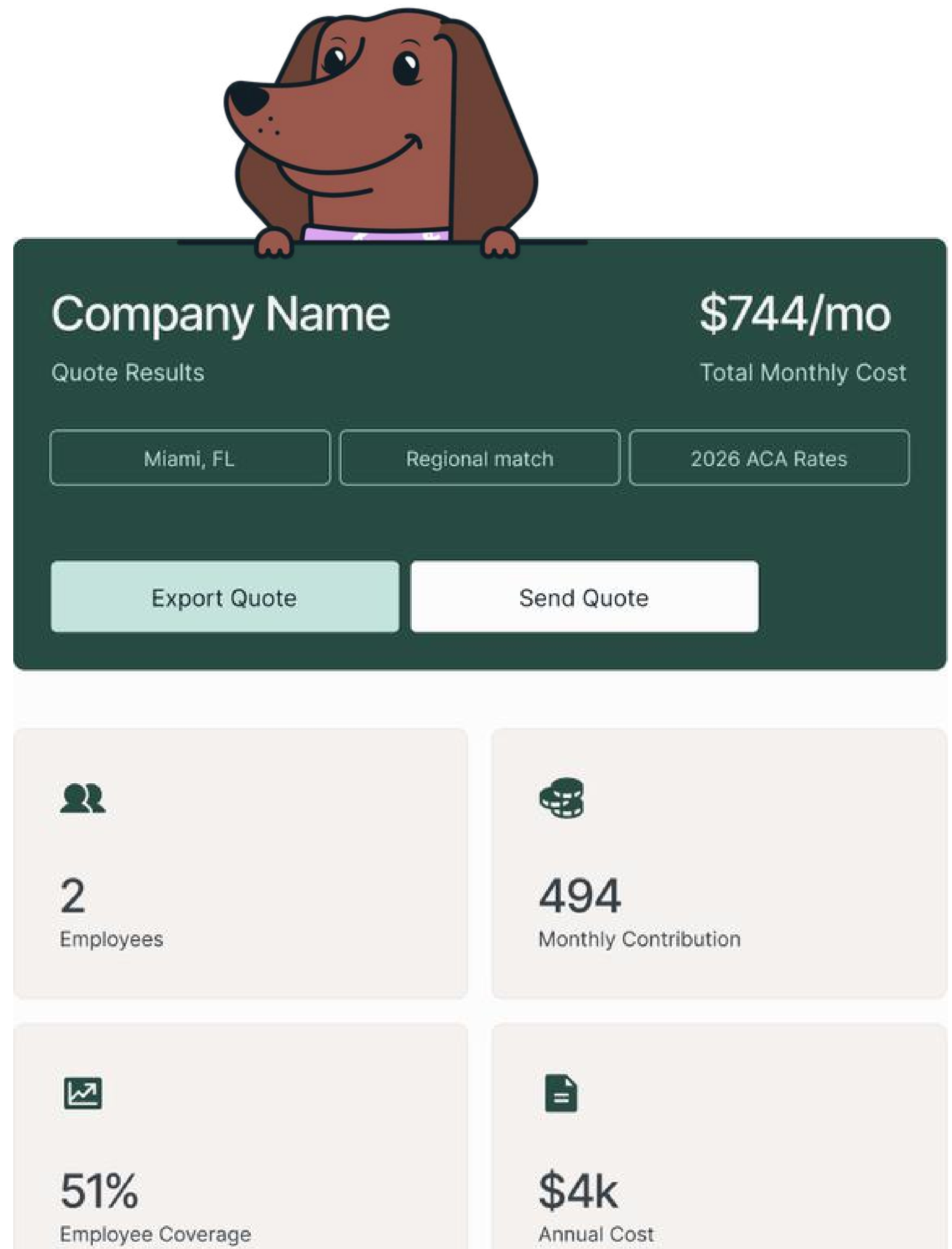
powered by Stretch Dollar

GUIDE FOR BROKERS

# The quoting tool

It's easy, fast, and simple to create and send an ICHRA quote to your SMB clients through StretchDollar's ICHRA Partner Portal.

This guide explains every step of the process to get you confident in quoting.



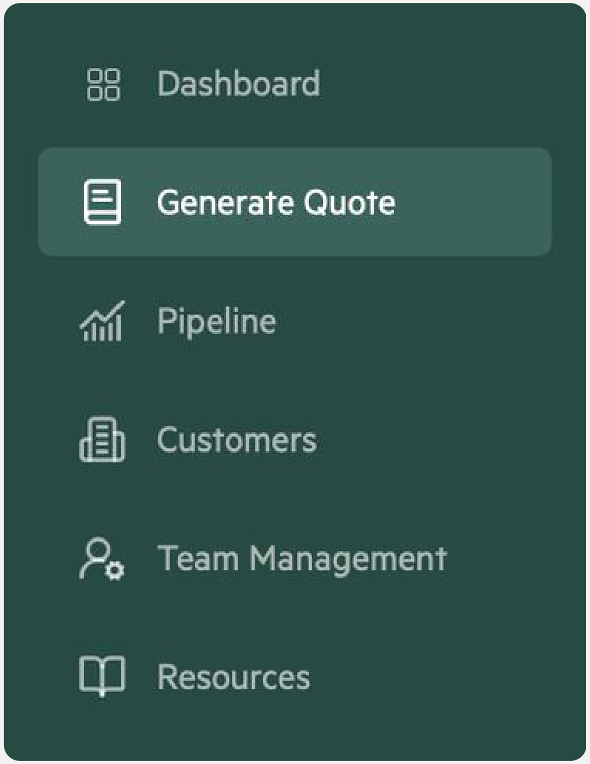
# Getting Started

Go to “Generate Quote” in your producer dashboard to start a new quote.

**What you will want on hand:**

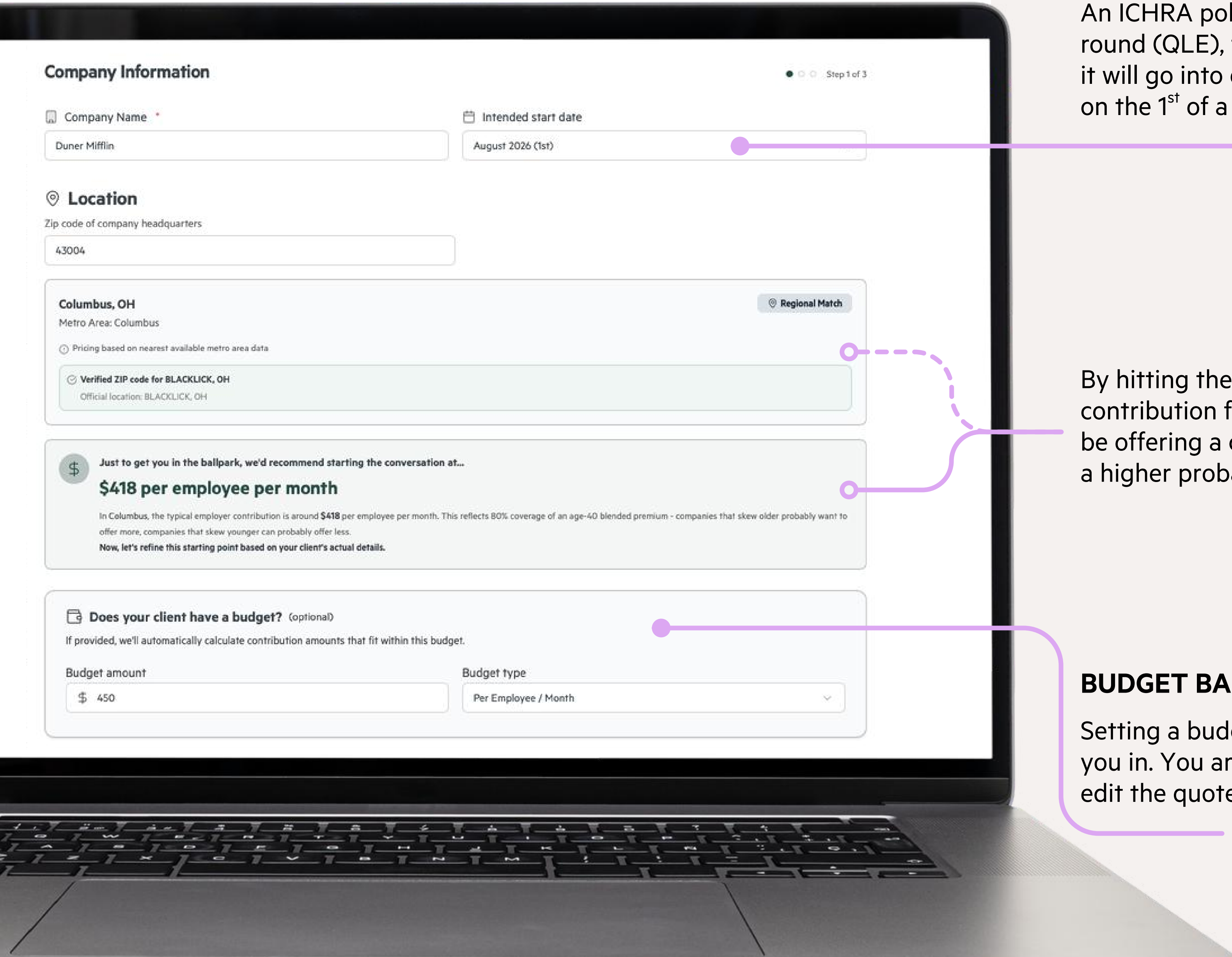
- Basic company details
- Employee demographics, such as:
  - employment type
  - # of employees
  - ages
  - zip codes
  - dependents (if relevant)
- Budget goals

> **If you don’t have everything, no worries!**
>
> While you can use this tool to give your clients an accurate quote with full budget transparency, you can also plug in approximates to give a good picture.




Track your clients from the intial quote through customer conversion in your pipeline

# Company Info




**START DATE**

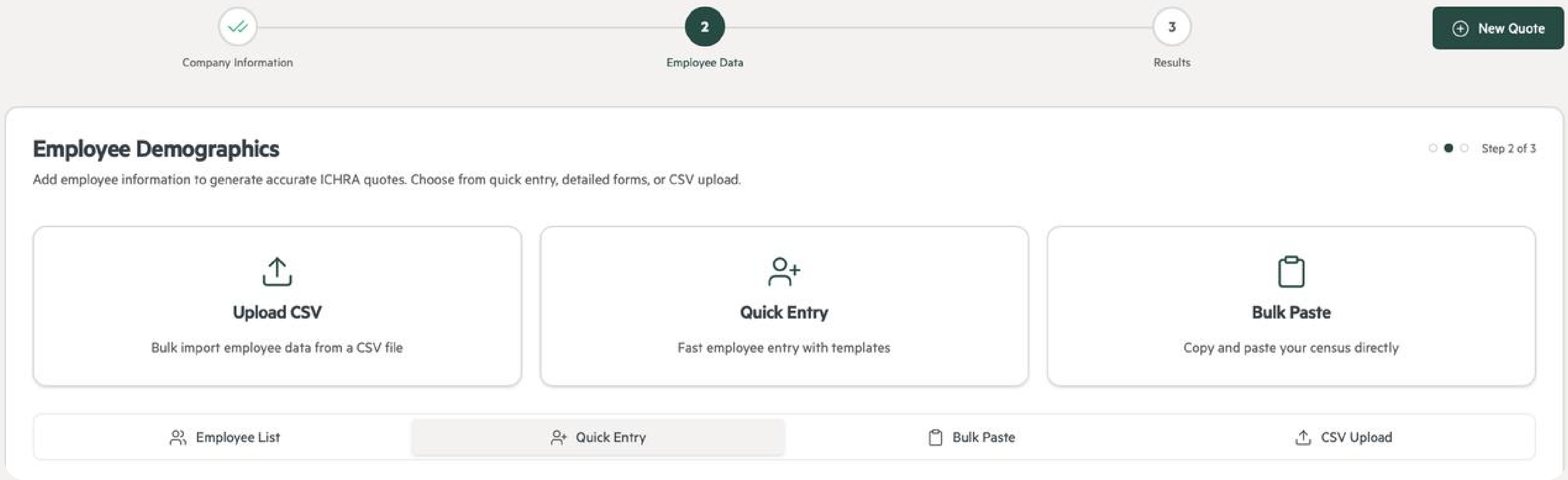
An ICHRA policy can be built year round (QLE), the start date is when it will go into effect & will always be on the 1st of a month.

By hitting the average employer contribution for the area, your client will be offering a competitive benefit that has a higher probability of usage.

**BUDGET BALLPARK**

Setting a budget here doesn't lock you in. You are able to refine and edit the quote in later steps.

# Employee Demographics




Each will get you to the same place, it is mainly preference.

## Quick Entry

This option makes it super fast to add multiple employees. You can keep it general and use our prefilled, example profiles OR add in ages and zip codes to get more specific.

## CSV

If you are starting from zero with a client and want to send the template for them to fill out, this option might be best.

## **Bulk Paste** | Most Used

Already have a census? Copy and paste each column into relevant fields.

# Employee Demographics

## It’s an exchange: Numbers for numbers

As you know, DOB & Zip codes are some of the biggest factors for marketplace insurance prices.
For the most accurate quote, you will want to ensure those are included.

Employment type options are:

- Full-time*
- Salary*
- Part-time
- Hourly

*Family scaling & Smart Rates™ is available

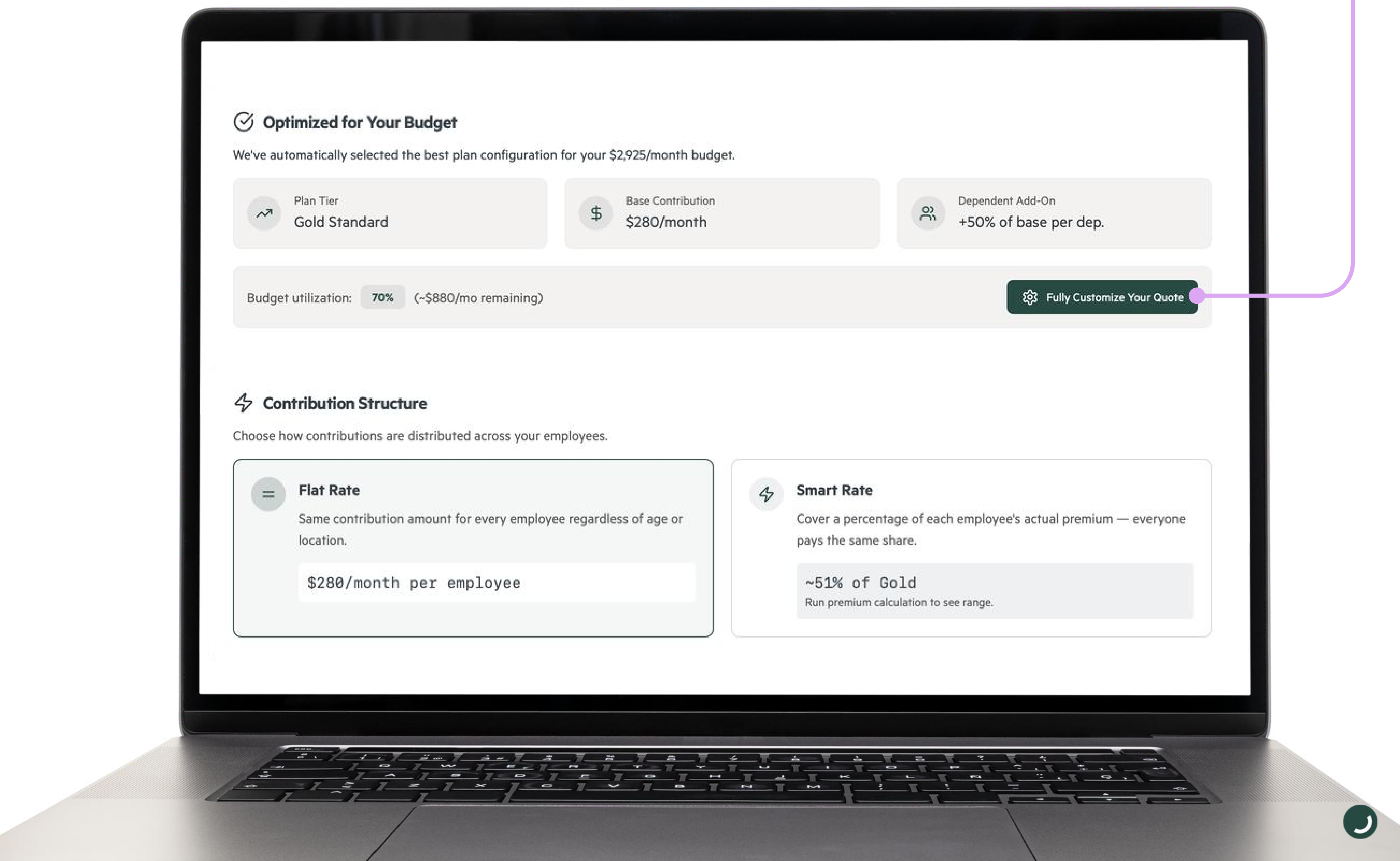
**OPTIONAL**

Just because you mark them as waiving now, doesn’t mean the employee won’t be able to claim the benefit later on.

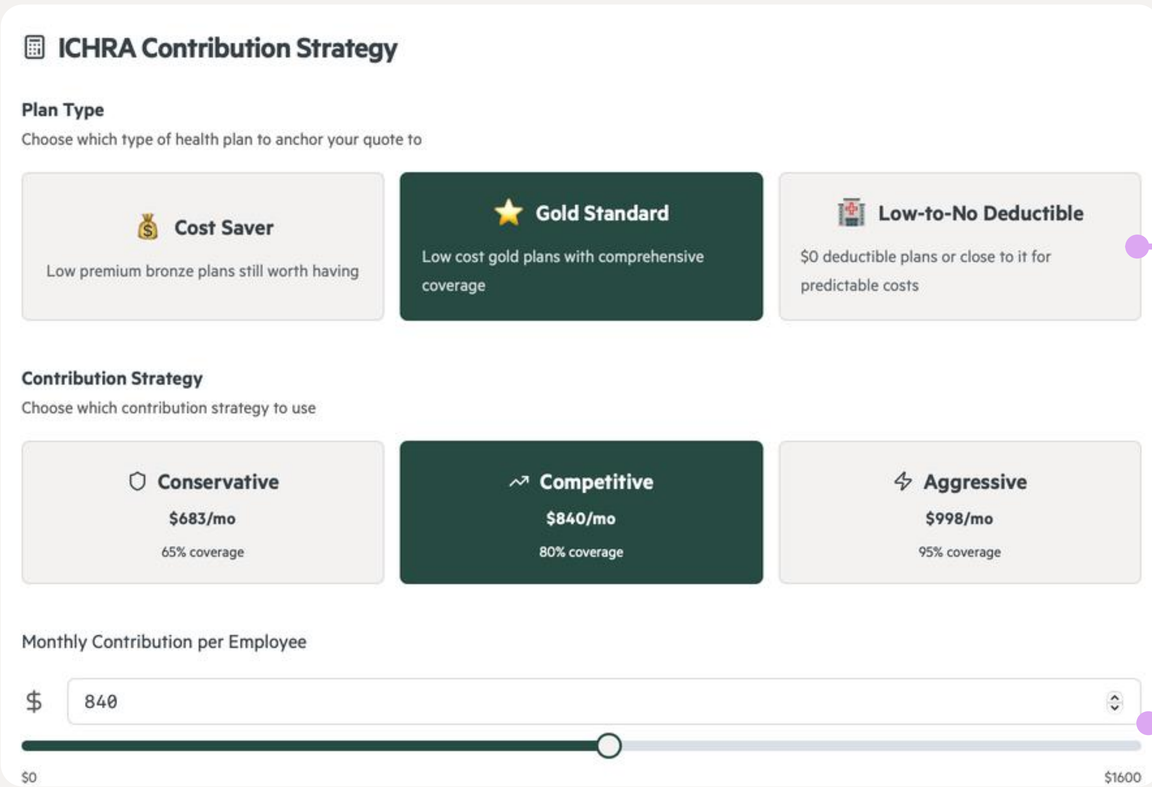
| First Name | Last Name | Date of Birth | Relationship | Employment Type | ZIP Code | Tobacco | Waiving | Actions |
|---|---|---|---|---|---|---|---|---|
| Employee | 1 | 04/08/1980 | | Full-... | 43004 | ☑ | ☐ | |
| Employee | 2 | 04/08/1975 | | Full-... | 02108 | ☐ | ☐ | |
| Spouse | 1 | 04/08/1978 | Spouse | | 02108 | ☐ | ☐ | |
| Employee | 3 | 04/08/1999 | | Full-... | 33101 | ☐ | ☐ | |

# Customizing your quote

The quote is populated using the initial budget you provided as well as employee numbers as a suggestion on where to start.



# Contribution Strategy




The plan type selected helps estimate an allowance amount. Employees can purchase a health plan that fits their needs. If they choose a plan that costs more than the allowance, they'll pay the difference out of pocket.

**PLAN TYPE**

These are your starting points for different plan tiers, using bronze, gold, and $0 deductible plans.

**Why no silver? We've found that these three categories show the best amount of diversity and coverage.**

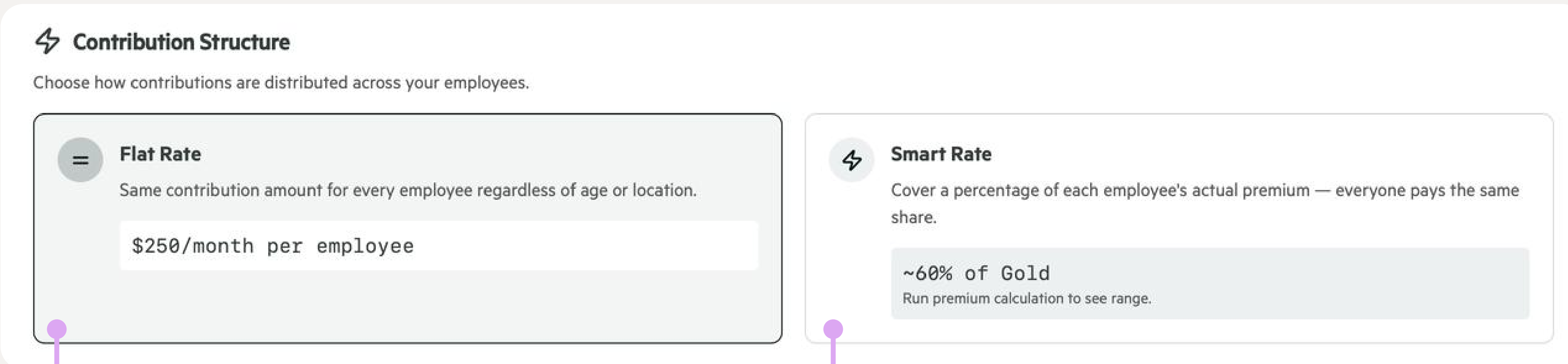
Based on amount of coverage, select the contribution strategy that works best.

**TO THE TEE**

Customize your quote even further by altering the exact contribution by dragging the slider.

## Contribution Structure

Smart Rates™ is only available for full-time and salary employment groups. Ideal for clients with diverse and widespread workforces.




### FLAT RATES

**Employers pick a fixed amount per employee group.** Groups = Full-Time, Salary, Part-Time, Hourly

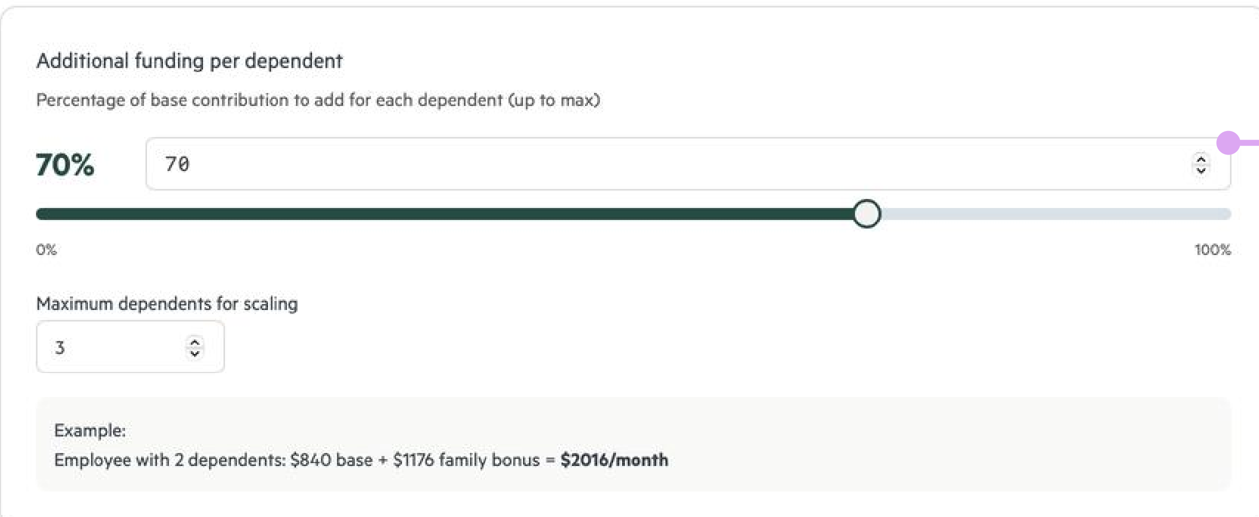
*Ex. All employees get $500/mo to cover their health insurance*

### SMART RATES

**Employers choose a percentage.** Employees are offered an allowance that equals to the same amount of coverage of a base plan.

*Ex. Employees get an allowance that will cover 80% of the lowest-cost Gold plan.*

# Family Scaling




OPTIONAL

## DEPENDENT COVERAGE

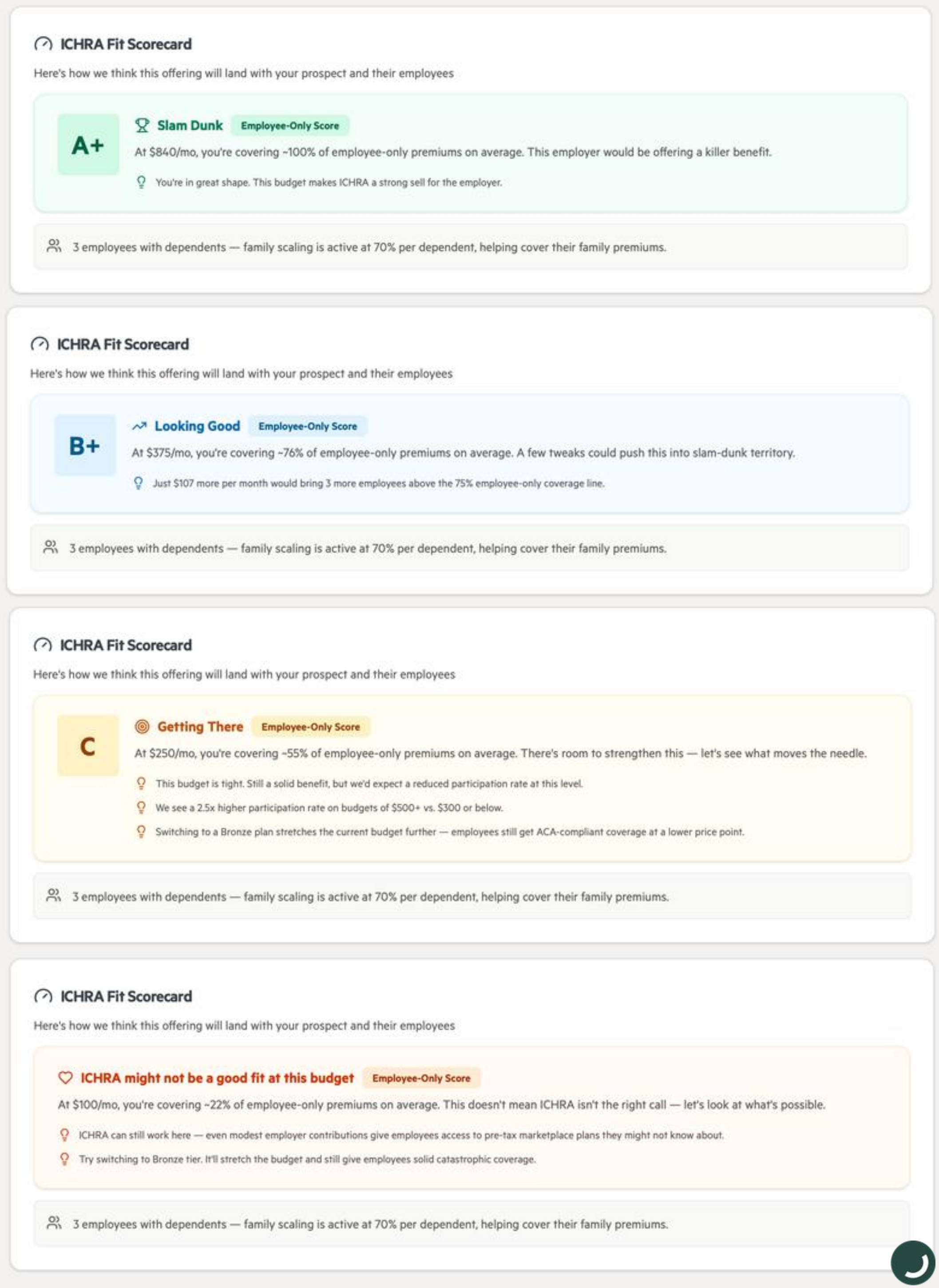
Family scaling is available for full-time and salary employment groups. By enabling this, you can select how many dependents are available for coverage, as well as the additional contribution.

***Note**: This won't limit the number of dependents your employees can add to their own policies, just how much you'll offer.*

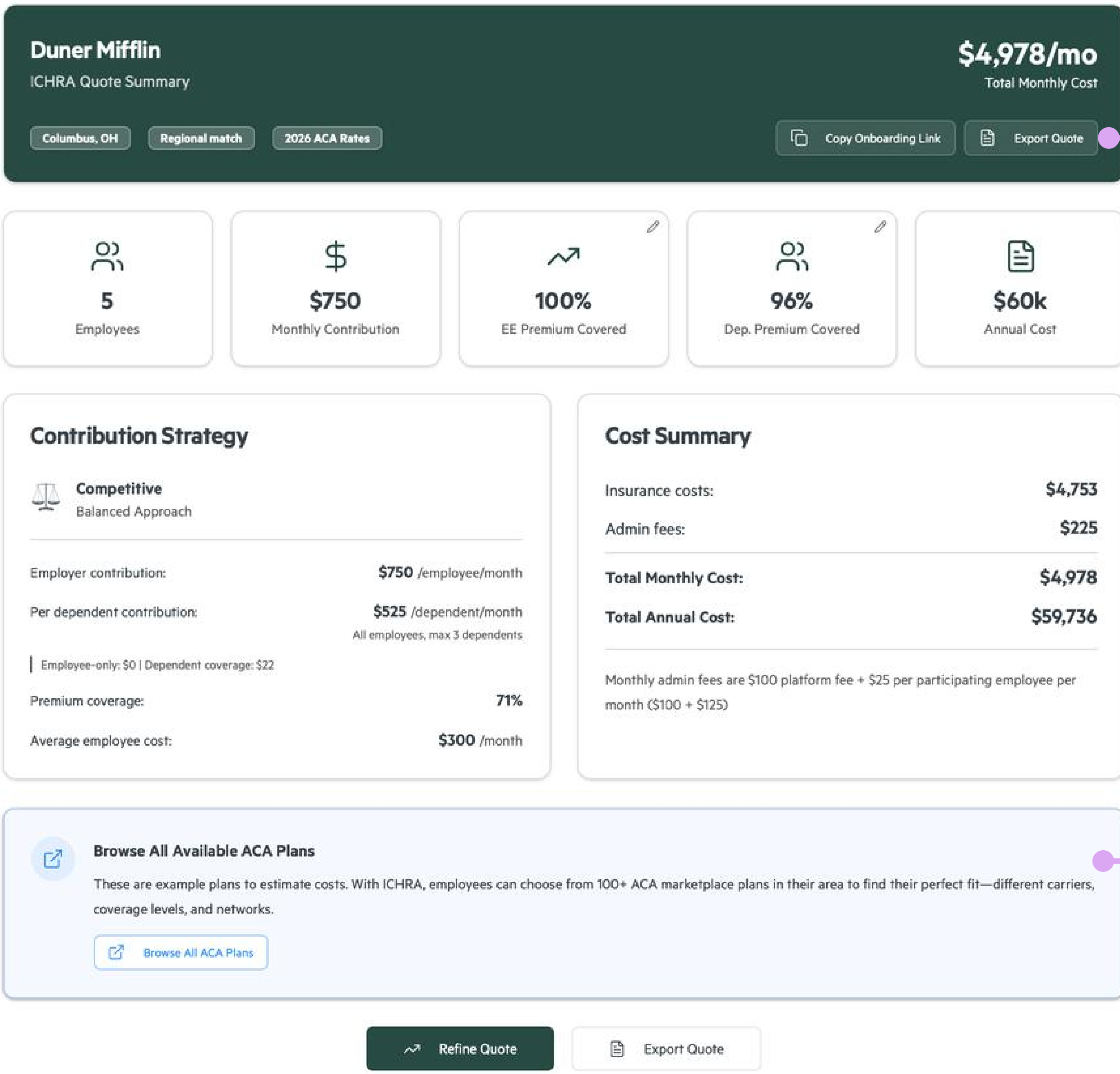
# ICHRA Fit Scorecards

Scorecards are only visible to you, and help you determine how your quote stacks up before you send it out.

> These are a sales tool for you — not a blocker. Just because your quote doesn’t grade high, doesn't mean it won’t be finalized or work for your client.



# Sending the quote




**SEND QUOTE**

Recommended. Your client will receive an email with their quote that they can finalize or request edits to.

By sending the quote, you will be able to track their progress within your dashboard — without manual work.

**Reminder**: This shows the *maximum* potential cost, the actual cost may be lower depending on participation and usage.

**SHOW AVAILABLE PLANS**

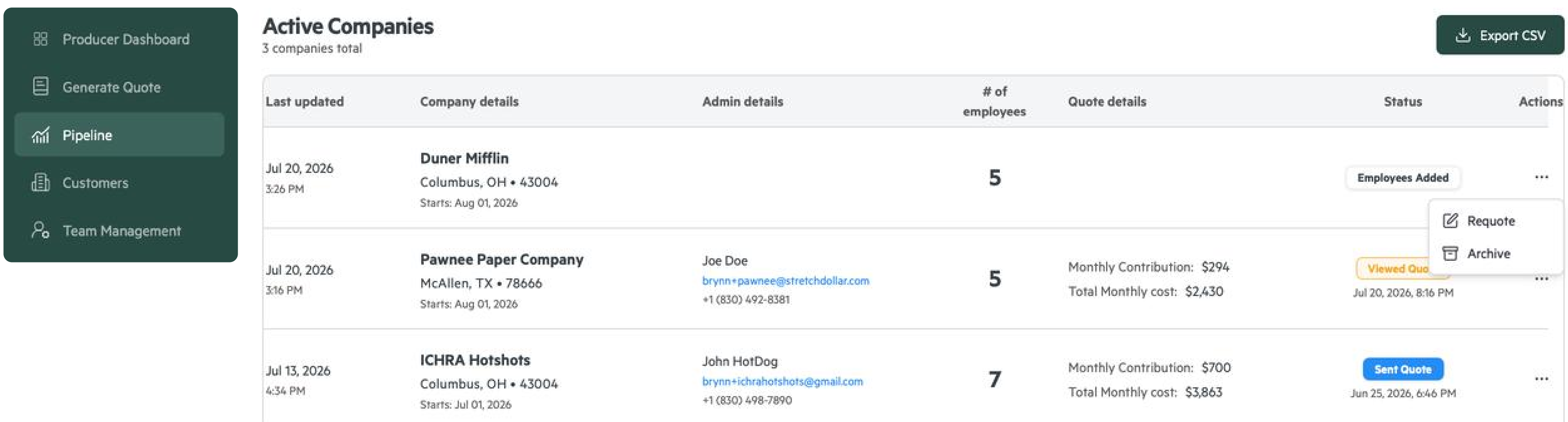
We've found that clients **really** like to see the exact plans their employees can choose from.

# After the quote

Once your clients finalize the quote, they will begin the onboarding process with pre-populated details from your quote for a quick and easy setup. The StretchDollar team is readily available to support your clients once they begin onboarding.

## Your pipeline

After sent, you will be able to see the status of your quote and track your clients progress. Within your pipeline you can also: requote, make changes, archive, view your quotes, and more.

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