December 10, 2018



Plan Year 2019 Special Enrollment Period

Validation & Enrollment Processes for Off-exchange Policies

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BEFORE WE BEGIN

Learning Objectives

After this training, you will be able to:

- Explain the Special Enrollment Period (SEP) validation process to your clients.
- Describe the SEP process for both online and paper applications.
- ✓ Understand the types of documents required for qualifying events.
- ✓ Support clients with discontinued 2018 QHPs and understand their options
- ✓ Know how to affirm you completed this training.
- Access and utilize the supporting materials.

BEFORE WE BEGIN

Notes About Applying for On-exchange Special Enrollment:

- Currently, if your client selects an on-exchange plan for special enrollment while using our Retail Shopping Cart or Retail Producer Portal, your client will be transferred to healthcare.gov to enroll.
- CMS validates SEP eligibility for life events including:
 - Permanent move
 - Loss of minimum essential coverage
 - Medicaid/CHIP denial
 - Adding a dependent due to marriage
 - Adding a dependent through adoption, foster care, child support or court order
- Submit on-exchange SEP documents to the Marketplace, not BCBSIL.
- For more on-exchange SEP information, see this <u>CMS resource on plan restrictions</u> and CMS's <u>Resources for Agents and Brokers in the Health Insurance Marketplaces site</u>.
- See CMS's <u>Understanding Special Enrollment Periods</u> as a reference for consumers.

The following training is on special enrollment in BCBSIL Off-exchange QHPs.

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Special Enrollment Period Definition

- A Special Enrollment Period (SEP) is a time outside of open enrollment in which your client can sign up for health coverage or apply for a different plan due to a qualifying life event.
- An SEP is available year round for individuals who meet the criteria and apply within the event's window (often, 60 days post event). Qualifying life events include:
 - Marriage
 - Birth or adoption of a child
 - Losing job-based health care coverage
 - Plan was discontinued by issuer/carrier

Special Enrollment Period Rules

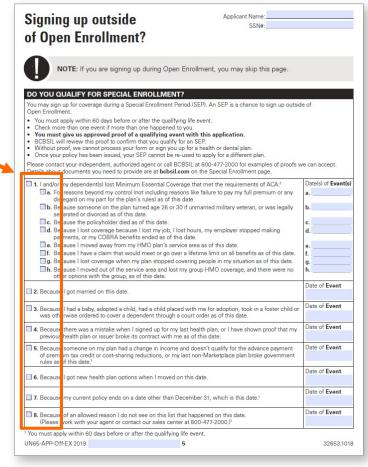
- Consumers using a qualifying event to enroll can use that specific event once. If they
 experience a new qualifying event, they qualify for a new SEP.
- The premium payment for the first month of coverage for a qualified health plan must be paid for an application to effectuate.
- Once consumers effectuate coverage for their SEP, they can't change their coverage even if they're within their SEP window (i.e., 60 days after the event).

Overview of changes for 2019

In all of our enrollment channels, qualifying events are now numbered, listed and organized in the same way.

Also, several qualifying events now require proof of minimum essential coverage (MEC) for at least one day in the 60 calendar days prior to the event date. These life events are:

- 1 I and/or my dependent(s) lost MEC
- 2 I gained or became a dependent due to marriage
- 4 There was an error or violation regarding my previous enrollment
- 6 I gained access to new health plan options because of a permanent move



For events where proof of MEC for at least one day in the 60 calendar days prior to the event date is required, applicants may qualify for a hardship exemption. We will accept any hardship exemption that's granted by the Marketplace. For details on applying for an exemption, see these CMS guidelines.

Enrollment Channel Overview

ONLINE: Retail Producer Portal

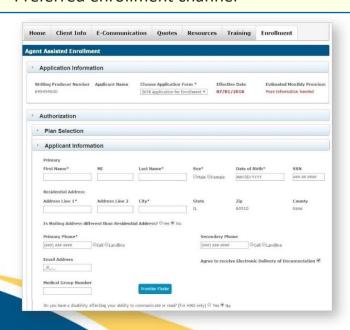
- You manage the entire application and submission process "end-to-end" via your
 Retail Producer Portal account
- You maintain control throughout from quote to effectuation, ensuring agent attachment
- Sale is credited and visible to you in the portal, often within 24 hours
- Preferred enrollment channel

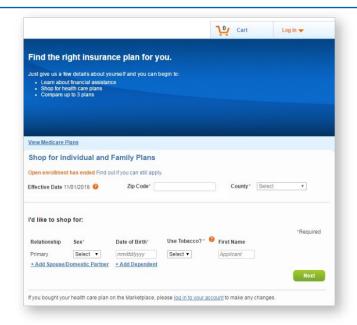
ONLINE: Retail Shopping Cart

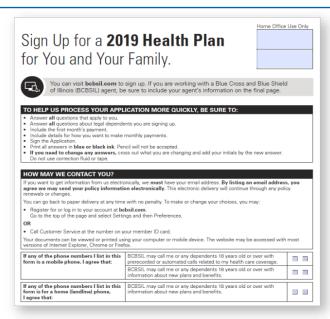
- Clients reach the Retail Shopping Cart via your Express Link or Quote Link; both come from your Retail Producer Portal account
- If clients open and close browsers, it could break your Express/Quote link
- Sale is credited and visible to you in the portal, often within 24 hours
- Preferred enrollment channel

PAPER: Mail, Fax or Upload

- You supply the app to a client. You or the client can submit it via mail/fax. Or, upload a digital file of the app via the Retail Producer Portal
- Requires several back-end enrollment and billing touchpoints, making this the most time-consuming enrollment process
- Missing, unreadable or incorrect information requires outreach and time





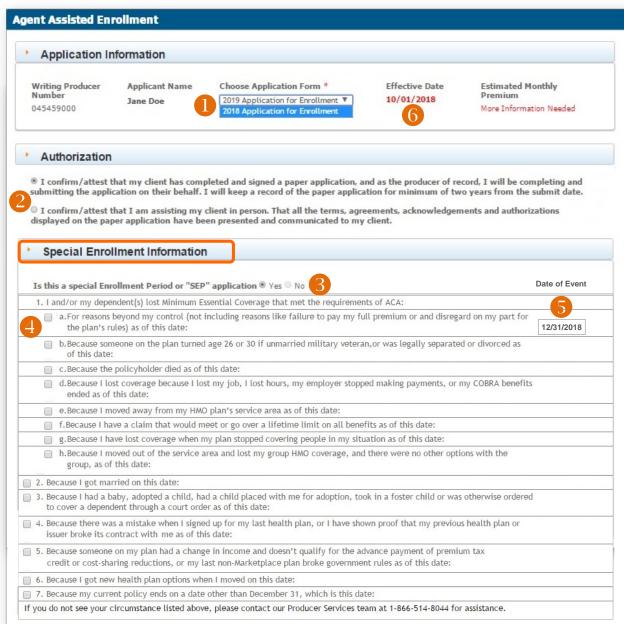


Retail Producer Portal

Tips for special enrollment:

- 1. Choose the app. The time of year and the plan year determine if the Special Enrollment Information panel opens.
- 2. Confirm how the client provided consent in the Authorization panel.
- 3. Select "Yes."
- 4. Select all applicable life events.
- 5. Enter the date of the event(s).
- 6. The "Effective Date" adjusts depending on the event and date entered.

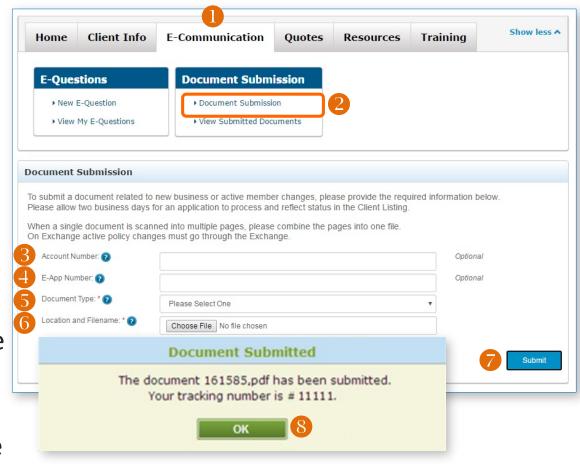
Submit documents via the E-Communication tab (next page). For details on using the Retail Producer Portal, see the guide.



Retail Producer Portal

Submitting event documents via the portal is simple. The documents should be in <u>ONE</u> digital file that's no more than 10 MB in size.

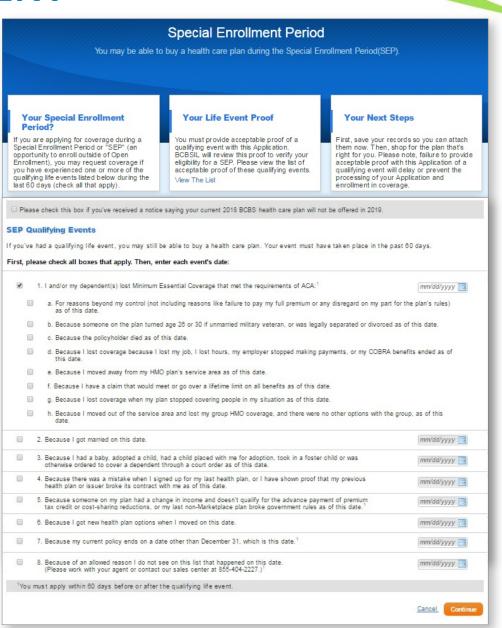
- 1. Select the E-Communication tab.
- 2. Click the "Document Submission" link.
- 3. An "Account Number" is optional.
- 4. The "E-App Number" field is optional.
- 5. Select "SEP Documentation" from the "Document Type" drop down box.
- 6. Navigate to the file's location. Select it. The filename will populate here.
- 7. Click the "Submit" button.
- 8. Click "OK" when the confirmation message and tracking number appears.



Retail Shopping Cart

Those applying for special enrollment will need to complete the following for both online and paper enrollment:

- Select a qualifying event
- Enter the date of the event
- Upload (or attach) qualifying event documentation

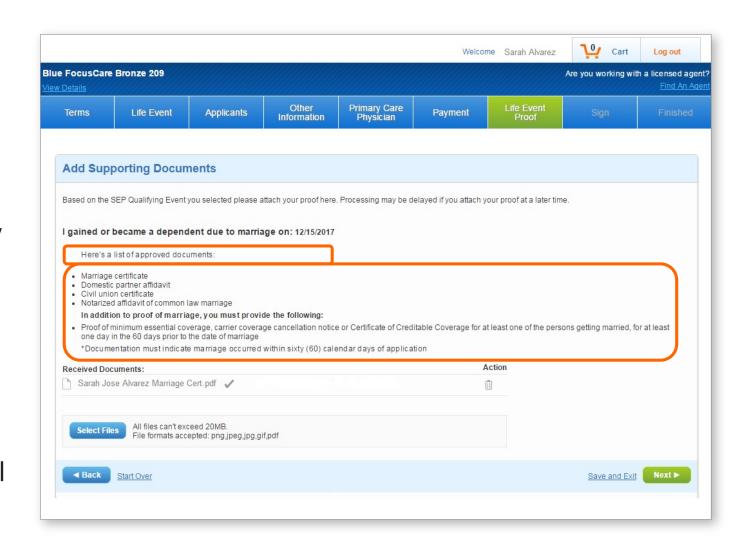


Retail Shopping Cart

When your client selects a qualifying event, the "Add Supporting Document" screen provides helpful information on the documents required to qualify for that event.

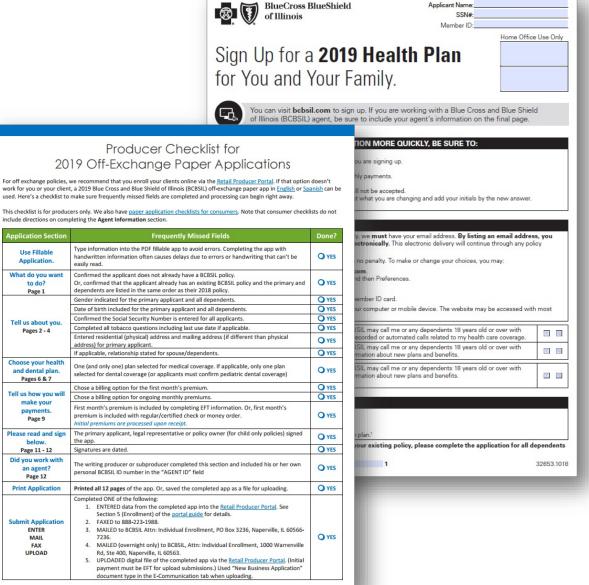
Accepted file formats: png, jpeg, jpg and gif, which are all image files. We also accept pdf files.

Applicants can submit multiple files. The total combined size of all submitted files must be less than 20 MB.



Paper Application

- Use a 2019 off-exchange paper application in <u>English</u> or <u>Spanish</u>.
- Use the <u>paper application checklist for</u> <u>producers</u> to make sure the most important elements are completed.
 - Enrollment channel overview is on page 1
 - The checklist can be found on page 2
- If your clients are completing the app, send them a <u>consumer-facing paper</u> <u>application checklist</u>.



Paper Application

Complete paper application in **English** or **Spanish**. Then:

- 1. Have your client gather the documents for his or her qualifying life event.
- 2. Submit the ENTIRE application (all pages) and documents together to us in 1 of 4 ways:

ENTER	Enter data from the completed app into the Retail Producer Portal via the Enrollment tab. Note that qualifying event documentation must still be uploaded. See pages 30-38 of the portal guide for details on enrolling, page 39 for SEP instructions, and pages 67-68 on uploading documents.	
MAIL	Send via regular mail to BCBSIL Attn: Individual Enrollment, PO Box 3236, Naperville, IL 60566-7236 Send via overnight mail to BCBSIL, Attn: Individual Enrollment, 1000 Warrenville Rd, Ste 400, Naperville, IL 60563	
FAX	Fax to 888-223-1988	
UPLOAD	Upload a digital file of the completed app via the <u>Retail Producer Portal</u> . (Initial payment must be EFT for upload submissions.) Use "New Business Application" document type in the E-Communication tab when uploading the completed app and supporting documents. (Don't use "SEP Documentation" when an app is included.)	

Top Tips for Clients

Special Enrollment Rules

Applying via Retail Shopping Cart

Applying via Retail Producer Portal

Applying via Paper Application

Top Tips for Clients

Members enrolled in a 2018 BCBSIL QHP that's being discontinued qualify for special enrollment

Their qualifying event is:

Lost Minimum Essential Coverage (MEC): Involuntary loss due to reasons other than non-payment of premium or rescission

For this event, the event date is the last day of coverage, which is:

December 31, 2018

The Special Enrollment period for a discontinued plan is:

Within 60 days BEFORE or AFTER the qualifying event. These clients can enroll in a new plan through March 1, 2019.

Qualifying event document requirements for those with discontinued 2018 BCBSIL QHPs When applying for special enrollment, documentation is NOT required if specific application fields are completed. See the following pages for details.

Special Enrollment Rules

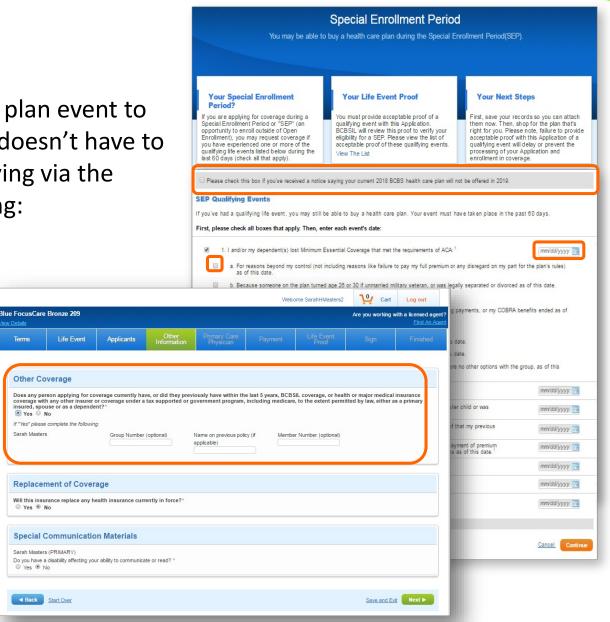
- If members accept mapped plans, or choose new plans during open enrollment, they can still use their loss of MEC for an SEP through March 1, 2019.
- Under most circumstances, existing off-exchange QHP members that qualify for an SEP can change to any off-exchange plan they want (i.e., HMO to PPO or Silver to Bronze).
- Starting in early 2019, most existing on-exchange Marketplace enrollees who qualify for an SEP won't be able to move from one metallic to another in most cases. These rules are regulated by CMS. For more about on-exchange SEPs, see page 3.

Applying via Retail Shopping Cart

If your client uses the discontinued BCBSIL plan event to qualify for a special enrollment, the client doesn't have to upload verification documents when applying via the Retail Shopping Cart if they do the following:

- 1. Select "Please check this box if you've received a notice saying your current 2018 BCBS health care plan will not be offered in 2019."
- 2. Select 1a as the event and enter 12/31/2018 as the event date.
- 3. In the "Other Coverage" section, enter coverage details. This will be required.

These selections allow members to bypass submitting event documentation.

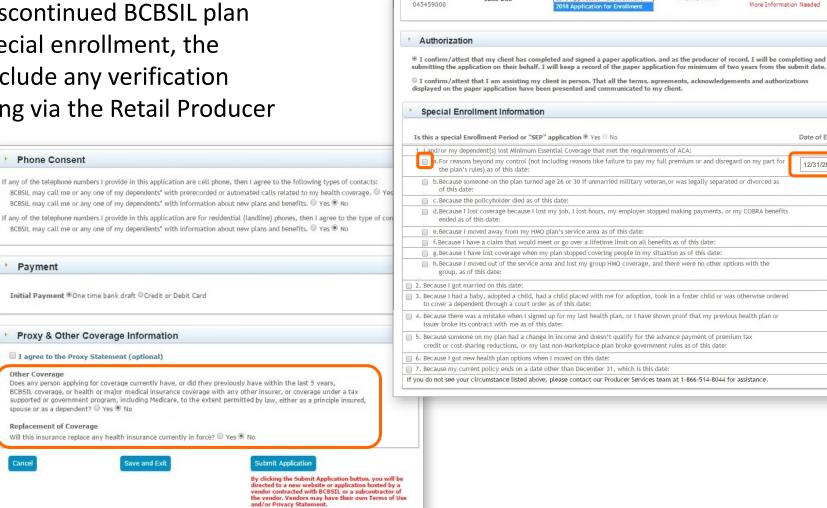


Applying via Retail Producer Portal

If your client uses the discontinued BCBSIL plan event to qualify for a special enrollment, the client doesn't have to include any verification documents when applying via the Retail Producer

Portal if you do the following:

- 1. Select 1a as the event and enter 12/31/2018 as the event date.
- 2. Complete the "Other Coverage" section with applicable BCBSIL information.



Agent Assisted Enrollment

Application Information

Jane Doe

Estimated Monthly

More Information Needed

Date of Event

12/31/2018

10/01/2018

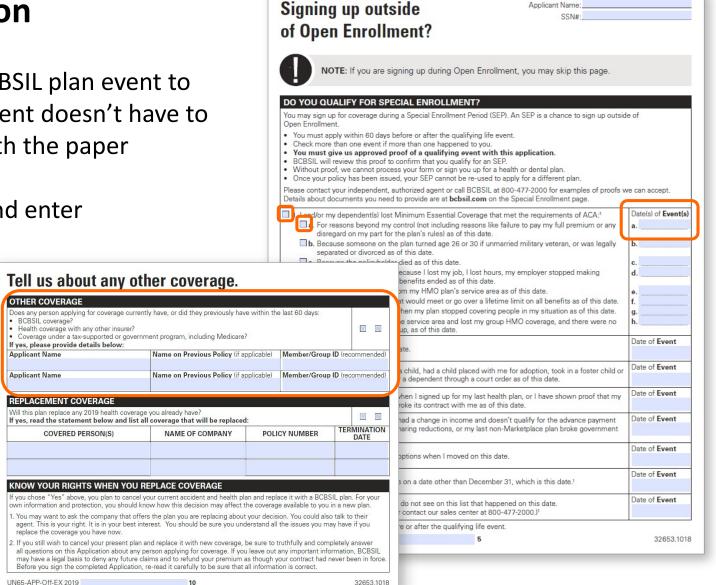
2019 Application for Enrollment ▼

Application via Paper Application

If your client uses the discontinued BCBSIL plan event to qualify for a special enrollment, the client doesn't have to include any verification documents with the paper application if they do the following:

- 1. On page 5, select 1a as the event and enter 12/31/2018 as the event date.
- 2. On page 10, the client should complete the "Other Coverage" section.

These selections allow members to bypass including event documentation.



When Outreach is Required

Overview of Document Request Process

Applicant Outreach

When Outreach Is Needed

Consumers must submit validation documents that are required for their qualifying event to be eligible for an SEP.

If no documentation is submitted, or if the wrong document is submitted with the application, we'll begin an outreach process.

We'll contact the applicant directly by mail.

If the required validation documents are not received with the application, the applicant has 30 calendar days to provide them or the application will be withdrawn, resulting in no coverage for the applicant. However, if the SEP window is still open, the applicant can reapply.

Overview of Document Request Process

When we receive a digital or paper application, our enrollment team checks for SEP documents. If the app is from a BCBSIL member that had a 2018 discontinued plan, no documentation is required. For all other applicants, documentation is required. If none exist or are incorrect we'll follow these steps:

Timeline	Action
1 st Calendar Day	 FIRST OUTREACH: Mail applicant a request letter with instructions on submitting the correct validation documents Pend application for a maximum of 30 calendar days, which begins when we make our first outreach attempt
Anytime during pend period	SECOND OUTREACH: If the applicant sends incomplete or incorrect documentation, we'll mail the applicant a second request for validation documents
30 th Calendar Day	WITHDRAWAL: Mail applicant withdrawal letter if no valid documentation has been received, resulting in no coverage for applicant . However, if the SEP window is still open, the applicant can reapply.

Applicant Outreach

REQUEST LETTERS

no *or* insufficient documentation with application

Within days of identifying missing documents, our enrollment team will send a letter to your client about the verification requirement.

The letter provides instructions on what your client should do next.

A similar letter may be sent a second time within the 30-calendar-day pend period.

CALENDAR DAY 1-3

Dear

We have received your application with a Special Enrollment Period (SEP) selected. We need documentation to confirm your eligibility for an SEP.

Your next steps:

- Find your SEP reason on the attached form and check the box
- Send us a copy of your support document(s) for your SEP, and the form, within 25 business days of the date of this letter
- Mail it to the address above or fax it to 800-279-7419, or
- If you applied online through bcbs<xx>.com, follow these steps
 - Log back into your account at: retailweb.hcsc.net/retailshoppingcart/<XX>/census
 - Select "Shopping Cart"
 - Go to the Individual and Family Applications tab, select "Add My Proof" to the application that is "Pending Verification"

Our next step:

- · Review your information when we receive it and let you know if we need anything else, or
- Withdraw your application if we do not receive your documents in time

If you are not able to complete this request by the due date, you may still be able to re-apply.

Our goal is to serve your health care coverage needs through all of life's changes. If you have any questions, our team stands ready to help.

Sincerely,

Your Customer Advocates

Applicant Outreach

LIST OF DOCUMENTS NEEDED PER LIFE EVENT

With the SEP documentation request letter, a list of possible documents per life event is also included. Applicants should

circle their qualifying event and return it with their documents. These instructions are included on page 1.

Your client needs to submit one document from the list unless otherwise specified.

The verification document must include the date the event occurred.

The verification document must be mailed or faxed to us. It can also be uploaded via the Retail Producer Portal.

Documents Needed for Special Enrollment Period

A Special Enrollment Period (SEP) is a time during which an eligible parkets plan or change from one plan to another because of one of the

- Loss of minimum essential coverage;
- Marriag
- . Birth, placement for adoption, placement in foster care or ga
- Non-calendar year expiration of coverage; (coverage ends or
- Reaching maximum age for dependent coverage;
- Access to new individual plans due to permanent move or cf
- · Other events as decided by the Health Insurance Marketpla

A person enrolling as the result of a qualifying event must provide:

- Proof that the qualifying event occurred within sixty (60) cale date;
- Supporting documents showing the coverage end date or preprious policy.

The following are not considered valid qualifying events:

- Loss of short-term or temporary coverage;
- Voluntarily opting out of affordable employer-provided cover.
- Voluntarily canceling coverage before the policy renewal or end date
- Expiration of travel insurance; and
- Loss of State or Federal coverage or assistance due to failure to provide necessary documents or verification.

Once a policy is paid for, the SEP ends and **cannot** be re-used to change the plan selection unless the policy was cancelled as "never-in-force" by the insurer.

CALENDAR DAY 1-3

A list of documents accepted as proof of SEP eligibility appears below. Please circle your Qualifying Event number and include a copy of this chart when submitting your documents.

	Required Documentation
Qualifying Event	At least one document per section is required unless
	otherwise noted
1a - I and/or my dependent(s) lost Minimum Essential	Letter from prior insurer or employer with
Coverage for reasons beyond my control (not	coverage term date on company letterhead
including reasons like failure to pay my full premium	COBRA "Notice of Eligibility" letter that shows
or any disregard on my part for the plan's rules)	the date of loss of employer coverage
	COBRA "Termination of Coverage" letter that
	shows the coverage termination date
	State discontinuation notice on official
	letterhead
	State continuation notice on official letterhead
	In addition to proof of the qualifying event, you must provide
	proof of Minimum Essential Coverage, for at least one day in
	the sixty (60) calendar days prior to the qualifying event date.
1b - Someone on the plan turned age 26	Termination of coverage letter from
	existing/prior insurer on company letterhead
	Birth certificate
	Driver's license or State ID
	Military ID
	Passport
	In addition to proof of the qualifying event, you must provide
	proof of Minimum Essential Coverage, for at least one day in
	the sixty (60) calendar days prior to the qualifying event date.
1b - Someone on the plan was legally separated or	Court-issued legal separation document or
divorced	divorce decree (including date of separation,
	Judge's signature, and member's name)
	In addition to proof of the qualifying event, you must provide
	proof of Minimum Essential Coverage, for at least one day in
	the sixty (60) calendar days prior to the qualifying event date.
1c - The policyholder died	Death certificate
	Obituary
	In addition to proof of the qualifying event, you must provide
	proof of Minimum Essential Coverage, for at least one day in
	the sixty (60) calendar days prior to the qualifying event date.

Applicant Outreach

WITHDRAWAL LETTER

On the 30th calendar day of receiving the application, we will withdraw it if we haven't received proof of SEP eligibility.

A withdrawal letter will be mailed on the 30th calendar day.

If the SEP window is still open, the applicant can reapply.

If you or your client then submits a new application, the effective date will be based on the submission of the <u>new</u> application, not the first application that was withdrawn.

CALENDAR DAY 30



PO Box 3238 Naperville, IL 60566-7238 Address Service Requested

January 31, 2019

Subject:

About your Special Enrollment Period

Member ID: <ID Number>

To contact us: 800-477-2000

Dear <Full Name>.

<Full Name>

<Address Line1>

<Address Line2>

<City>, <State> <Zip Code>

We have not received the requested documentation regarding your Special Enrollment Period. Your application has been withdrawn as of MM/DD/YYYY.

Your next step:

- Contact our Sales department to determine if you are still within the allowable timeframe to apply for coverage.
- Mail it to the address above or fax it to 888-223-1988.

Our next step:

- Review your account
- · Mail you a refund check if due

Our goal is to serve your health insurance needs through all of life's changes. If you have any questions, our team stands ready to help.

Sincerely.

Your Customer Advocates
Blue Cross and Blue Shield of Illinois

We're happy to provide our letters, at no cost, in Spanish, Tagalog, Chinese, Navajo, or Braille

- Español: Para asistencia en Español, por favor llame al numero ubicado en la parte posterior de su tarjeta de identificación.
- . Tagalog: Upang humingi ng tulong sa Tagalog, paki tawagan ang numero na nakasulat sa inyong kard.
- 中文:如果需要中文幫助,請撥打您卡上的電話號碼。
- Dîne: Dinek'eh ji áka'a'doowoo l biniiyé, t'áá shóodi koji hodíilníh béésh bee hane'i bi numbo bee néé ho'dólzinigii biniiyé nanitinígií bine'déé' bikáá'

BCBSIL.com

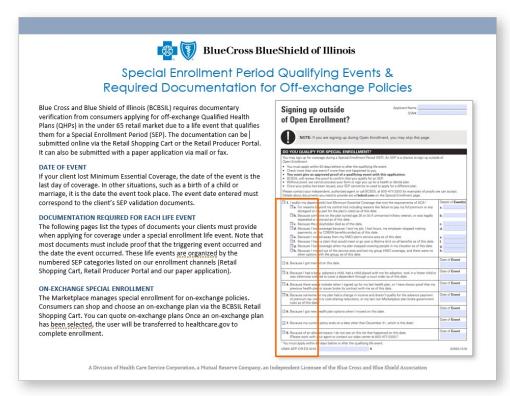
A Division of Health Care Service Corporation, a Mutual Legal Reserve Company, an Independent Licensee of the Blue Cross and Blue Shield Association

REQUIRED DOCUMENTS FOR SEP LIFE EVENTS

REQUIRED DOCUMENTS FOR SEP LIFE EVENTS

SEP Qualifying Events & Required Documentation for Off-exchange Policies

- 1. I and/or my dependent(s) lost Minimum Essential Coverage:
 - a. For reasons beyond my control
 - Someone on the plan turned age 26 (or 30 if unmarried military veteran), or was legally separated or divorced
 - c. The policyholder died
 - I lost my job, I lost hours, my employer stopped making payments, or my COBRA benefits ended
 - e. I moved away from my HMO plan's service area.
 - f. I have a claim that would meet or go over a lifetime limit on all benefits.
 - g. I lost coverage when my plan stopped covering people in my situation.
 - h. I moved out of the service area and lost my group HMO coverage.
- 2. I got married.
- 3. I had a baby, adopted a child, had a child placed with me for adoption, took in a foster child or must cover a dependent due to court order.
- 4. There was a mistake when I signed up for my last health plan, or my previous health plan or issuer broke its contract with me.
- Someone on my plan had a change in income and doesn't qualify for the APTC or cost-sharing reductions, or my last plan broke government rules.
- 6. I moved.
- 7. My current policy ends on a date other than December 31.
- 8. An allowed reason I do not see on this list.



This training includes documentation requirements per qualifying life event.

Access, read and download the Required Documentation Guide for Producers.

Qualifying Event: Marriage

Qualifying Event: New Baby

Qualifying Event: Job Loss

Qualifying Event: Marriage

Pete and Allison get married

They both apply for coverage

What document do they include with their special enrollment application?



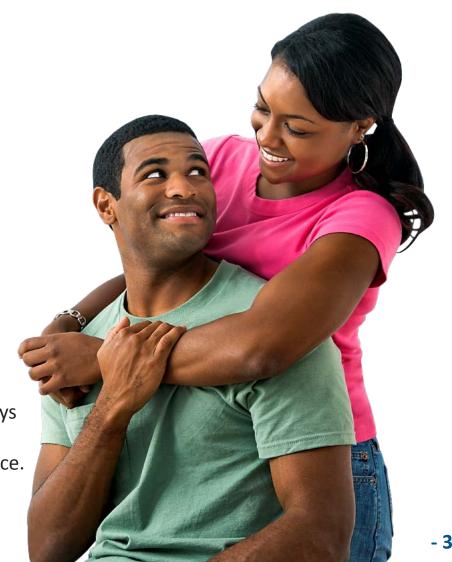
Qualifying Event: Marriage

They should submit **ONE** document from this list:

- Marriage license or certificate
- Domestic partner affidavit or certificate
- Civil union certificate

The document submitted must include the date the event occurred. Pete or Allison must show that he or she had Minimum Essential Coverage[‡] for at least 1 day in the 60 days prior to their marriage date.

[‡] For events where proof of MEC for at least one day in the 60 calendar days prior to the event date is required, applicants may qualify for a hardship exemption. We will accept any exemption that's granted by the Marketplace. For details on applying for an exemption, see these CMS guidelines.



Qualifying Event: New Baby

Sara and Juan are married and have an existing policy with BCBSIL.

Sara gives birth on August 1 to a new baby, Grace.

Sara and Juan apply for coverage for Grace.

What document do they include with Grace's special enrollment application?

Qualifying Event: New Baby

They should submit a birth certificate.

If Sara and Juan gained a dependent due to adoption or foster care, they should submit the appropriate document:

- Birth certificate that includes the name of the adopting parent(s)
- Adoption papers
- Guardianship papers
- Dependency verification letter
- Evidence of medical guardianship

The document submitted must include the DATE the event occurred.

Qualifying Event: Job Loss

John loses his employer based coverage due to job loss.

He has 60 days from the loss of the coverage to select a new individual plan.

What document does John include with his special enrollment application?



Qualifying Event: Job Loss

John could submit ONE document from this list:

- Letter from prior CARRIER with coverage termination date on company letterhead
- Letter from prior EMPLOYER with coverage termination date on company letterhead
- Discontinuation notice
- COBRA notice

The document submitted must include the DATE the event occurred.



WHY do you have to affirm completion?

WHO has to affirm completion and by WHEN?

HOW and WHERE do EXISTING PRODUCERS affirm completion?

HOW and WHERE do NEW PRODUCERS affirm completion?

WHY do you have to affirm completion?

Because our producers are so integral to the enrollment process, it's critical that you're up-to-speed so that you can assist your clients with paper or online enrollment as well as submitting documents.

WHO has to affirm completion and by WHEN?

Existing Producers

Existing writing producers/subproducers must complete the SEP training and affirm they completed it by Feb. 15, 2019. There will be no compensation for plan year 2019 policies if the producer of record didn't complete and affirm the SEP training by Feb. 15, 2019.

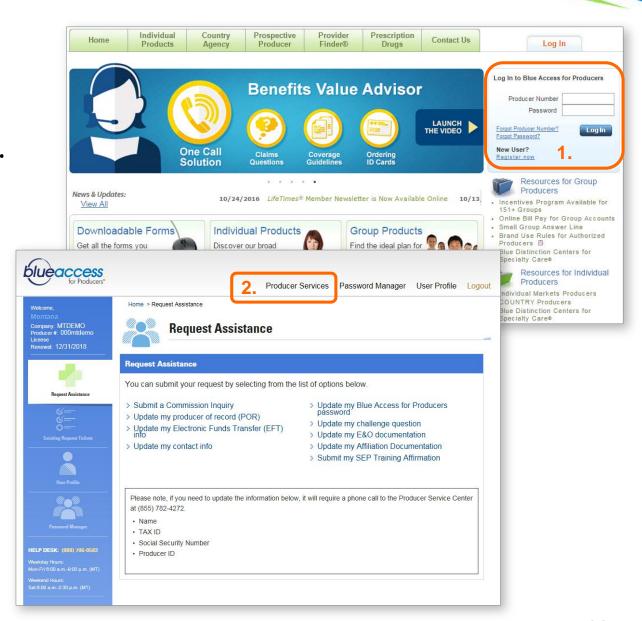
New Producers

Producers/subproducers onboarded after Feb. 15, 2019 must complete the SEP training and affirm they completed it within 30 days of receiving their Welcome email from our Producer Administration team. There will be no compensation for plan year 2019 policies if the producer of record didn't complete and affirm the SEP training within the 30 calendar days period.

This is an annual requirement. We reserve the right to change compensation in accordance with the terms of your contract.

HOW and WHERE do EXISTING PRODUCERS affirm completion?

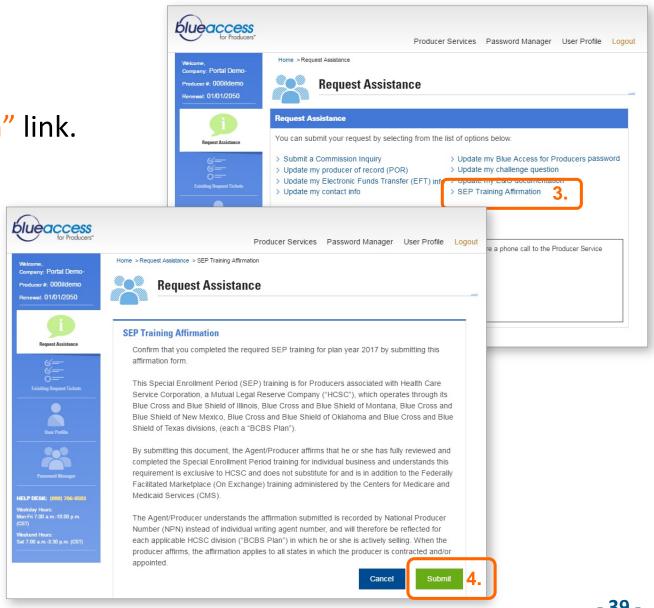
- 1. Log in to Blue Access for Producers. If you are a subproducer, be sure to log in using your own 9-digit BCBSIL-issued producer number and password, not that of your agency's. The affirmation must be made by the writing producer/subproducer.
- 2. Select "Producer Services" at the top of the page.



HOW and WHERE do EXISTING PRODUCERS affirm completion?

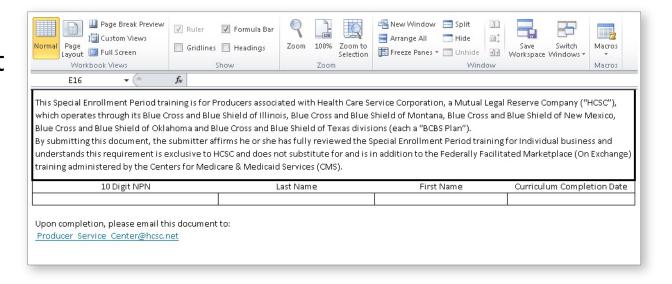
- 3. Click on "SEP Training Affirmation" link.
- 4. Read the affirmation language and click on the green "Submit" button.
- 5. Be sure to keep the "Service Request" ticket confirmation number for your records.

Existing producers/ subproducers: Be sure to affirm your training by 2/15/2019



HOW and WHERE do NEW PRODUCERS affirm completion?

Newly contracted producers and onboarded subproducers will be sent a Welcome email that will include a link to the SEP training and a MicrosoftTM ExcelTM spreadsheet for affirming the completion of the training. The Excel file has only four fields that should be completed and sent back to our Producer Administration team via email at Producer Service Center@hcsc.net.



New producers/subproducers onboarded after 2/15/2019: Affirm your training within 30 days of receiving your Welcome Email.

ACCESSING SEP MATERIALS

CLICK ON ANY OF THE FOLLOWING TO OPEN (must have internet access)

- Required Documentation Guide for Producers
- Required Documentation Checklist Sent to Applicants
- Required Documentation Flier for Consumers
- Special Enrollment Sales Flier for Potential Clients