

Frequently asked Questions about the Agency Dues Model 2023 (For Chapter Leaders)

I see that the dues structure under the Agency Dues Model 2023 is based on the number of EAMs in the agency. What is an EAM?

EAMs are defined as agents, brokers and consultants in the agency who sell employee benefits, individual health insurance, Medicare, or other health related products, as well as account managers and compliance professionals who are on staff and work with clients. It is someone who deals directly with clients and who would benefit from being a member. It would not include a person whose job was strictly life insurance or P & C.

How many EAMs does the Agency need to enroll?

The minimum number of EAMs needed to join this program is a minimum of 2, up to a maximum of 100.

Is there a minimum percentage needed?

This type of membership is available to agencies that enroll 100% of eligible agency members (EAMs).

Why does the Agency have to enroll 100% of their EAMs?

To encourage the agency to enroll every eligible member, the monthly dues paid by the agency are deeply discounted. Each member enrolled gains knowledge and access to all NABIP resources and will benefit from NABIP membership, increasing the value they bring to their clients and the agency.

How is the monthly cost calculated?

The discounted fixed monthly cost is determined by the number of EAMs enrolled and will fall into 1 of 9 categories based on size.

| Agency Size | 2-3 | 4-7 | 8-10 | 11-15 | 16-24 | 25-39 | 40-50 | 51-74 | 75-100 |
|--------------------|------|-------|-------|-------|-------|-------|-------|---------|---------|
| 2023 Monthly Cost* | \$80 | \$150 | \$250 | \$350 | \$610 | \$760 | \$920 | \$1,270 | \$1,960 |

*Includes all local, state and national dues

There may also be a geographical adjustment depending on what chapter the EAM joins. For some chapters there is an adjustment of 20%, 30% or 40%. Here is the complete list of chapters with adjustments:

| 20% Geographical Adjustment | | 30% Geographical Adjustment | |
|-----------------------------|-----------------------|-----------------------------|--|
| <u>Local Chapters</u> | <u>State Chapters</u> | <u>State Chapters</u> | |
| Atlanta, GA | Massachusetts | Connecticut | |
| Louisville, KY | Minnesota | Florida | |
| Baton Rouge, LA | Nebraska | | |
| Springfield, MO | New York | | |
| Dallas, TX | North Carolina | | |
| Houston, TX | West Virginia | | |
| San Antonio, TX | | | |
| Wichita Falls, TX | | | |
| | | 40% Geographical Adjustment | |
| | | <u>State Chapters</u> | |
| | | California | |

If there are EAMs that are in different chapters, and one has a geographical adjustment and the other does not, what happens?

We will prorate the adjustment based on the number of people in the surcharge area.

Is there a way to avoid the adjustment to the Agency?

If the Chapter wants to show a lower monthly cost to the Agency, the state/local chapter has the option to decrease their dues by the same percentage as the adjustment. Both the state and local chapters would need to agree to the decreased amount.

When can the Agency add or delete employees (EAMs) – and if they do, and it moves the agency into a different category, what happens?

The Agency can add or delete employees (EAMs) at any time. Most agencies let us know soon after they hire a new EAM or have an EAM leave. If the addition or deletion moves the agency into a different category, we will adjust the monthly cost accordingly beginning in the following month.

If current NABIP members are part of this Agency program, and they have paid individual dues, what happens?

Any individual member dues not yet used will be taken into consideration when computing the monthly dues for the Agency.

Are these limited memberships?

No. Each EAM enrolled is considered a full individual member and has all the benefits of NABIP membership.

What are the major differences between the initial Agency Membership Model program and this new Agency Dues Model 2023 program?

| | Agency Membership Model (Initial) | Agency Dues Model 2023 |
|-----------------------------------|--|---|
| Minimum number of EAMs | 3 | 2 |
| Minimum EAM Participation | 75% | 100% |
| Training Dollars Available | Yes, based on agency size | No |
| Dues Discounts | Starts at 10 lives, from 3-10% | All 9 categories deeply discounted |
| Payment Options | Annual only | Monthly (annual if preferred) |
| Other Benefits Available | Free ethics course, online community access, special webinars, and discounts on HIPAA compliance training and Cap Con registration | None included in the price, but available as a member benefit |

How often does this Agency Dues Model 2023 program renew?

The Agency will renew their plan annually. When an Agency enrolls in the program, they do so with the understanding it is for one year, with annual renewals thereafter. If the Agency enrolls in February 2023, the paid to date will be 2/28/2024.

Who should I contact for any information or help getting enrolled?

For any questions about the Agency Dues Model program (or the Agency Membership Model program), please contact Bob Tretter, VP of Marketing and Recruitment, at 202-595-7564 or btretter@nabip.org.